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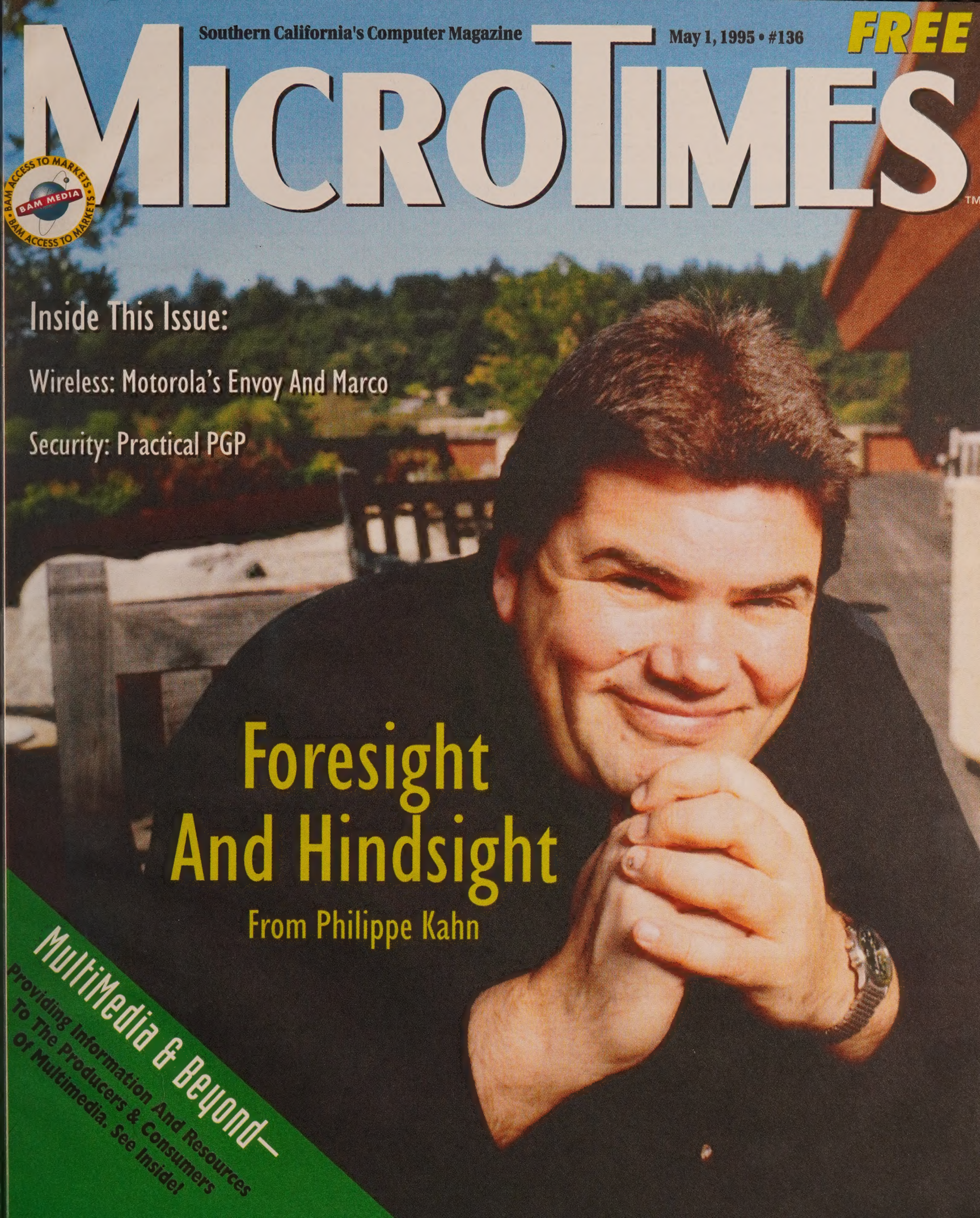

Foresight And Hindsight

From Philippe Kahn

MultiMedia & Beyond—

Providing Information And Resources To The Producers & Consumers Of Multimedia. See Inside!

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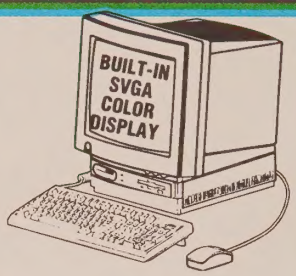
COMPAQ 486DX2 66MHz
PRESARIO 524CDS 420MB MULTIMEDIA SYSTEM



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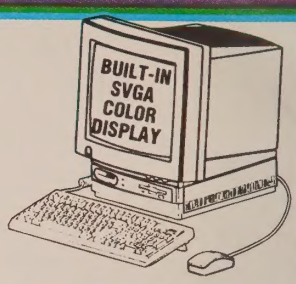

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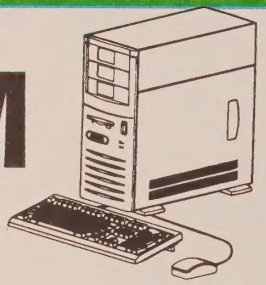

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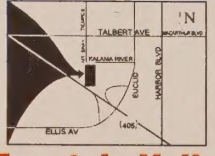

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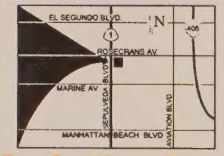

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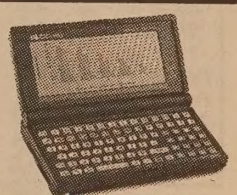

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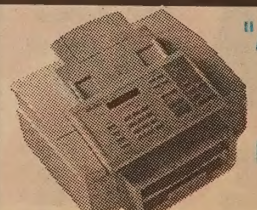

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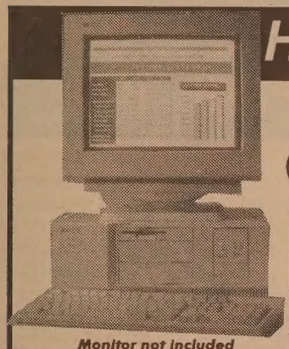

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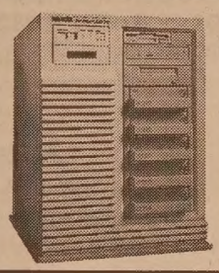

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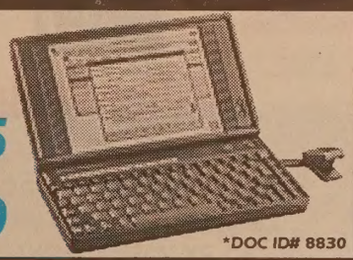

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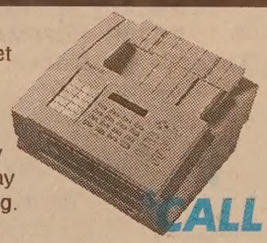

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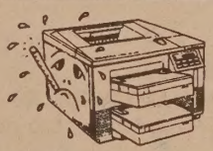

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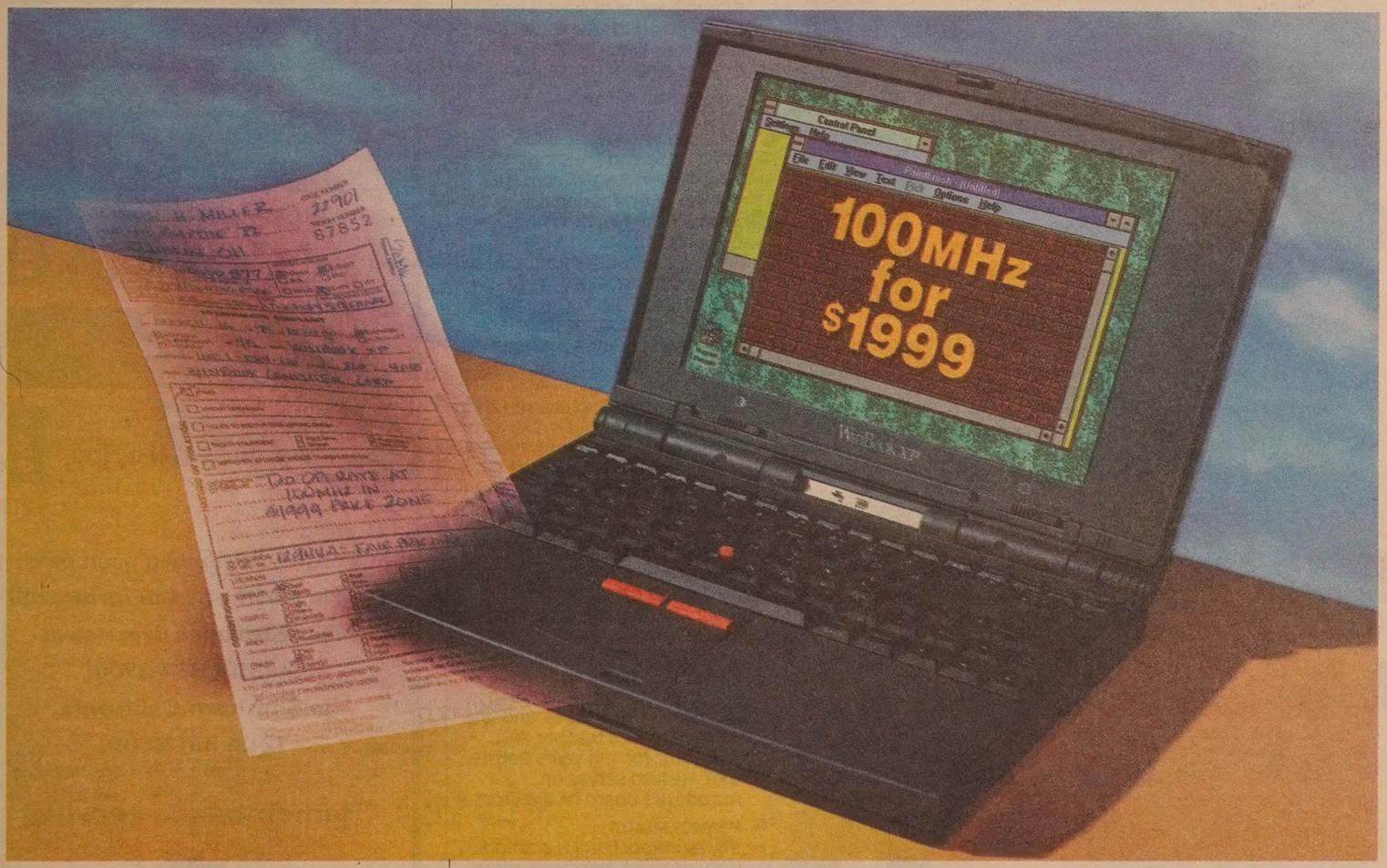

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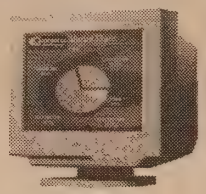

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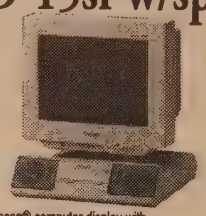

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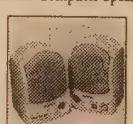

- Built-in amplifiers: 1 watt per channel (2W)
- Speaker controls: Master volume, Bass boost

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SRS-PC30
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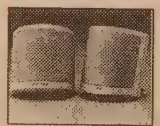

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- Speaker Controls: Master volume, Bass boost

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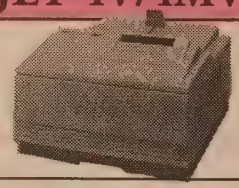

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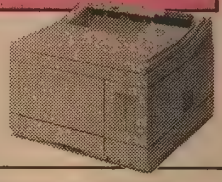

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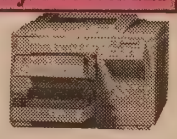

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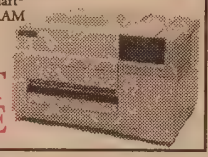

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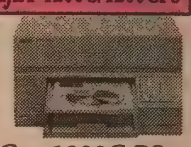

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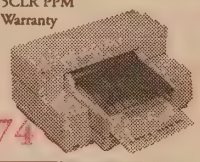

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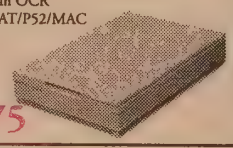

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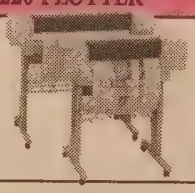

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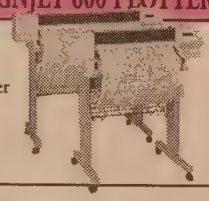

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BY PAUL HOFFMAN

Industry Insights

Making Sense Of Microsoft

It's never any fun writing about the same subject two months in a row. However, the Microsoft stories have taken on a life of their own. Not as much of an unreal life as, say, the O.J. Simpson trial, but a life nonetheless. Last month's news stories (about a federal judge overturning the consent decree between Microsoft and the Department of Justice, and Microsoft being sued by Apple) caused such a flurry of media coverage that Microsoft is now a story unto itself.

Maybe that's a good thing. In any industry, it's impossible to tell when a company goes from being "significant" to "huge" to "you must reckon with them all the time." Every company is usually trying to create the impression that they're in a higher category than they really are, at least until they get close to the "could be a monopoly" category. At that point (which is impossible to really see), smart companies start saying, "Oh, there's plenty of competition in this market. We're competing as hard as we can."

Microsoft is one such smart company. Bill Gates, son of a famous lawyer who was recently the president of the Washington state bar association, has always known that if his company grew too big, the rules would shift, and the public perception could shift with it. He's been downplaying Microsoft's role in the computer industry for years, knowing that the company's growth and market share would bring it to the enviable but tough position it is in today: a monopoly of sorts.

The New IBM

Microsoft moved from being a huge player to being in a monopoly position about a year or two ago. That's when the computer industry realized a few things:

- MS-DOS and Windows weren't the best operating systems for the Intel platform, but everyone wanted them anyway.
- Microsoft's major application software was about as good as its competition's, but its marketing and name recognition was giving it a huge advantage.
- Bill Gates loved to compete hard, and had no compunction towards helping competitors for the greater good of the computer industry.

There is no precise legal definition of a monopoly, but a good working definition for the rest of us is: a company that owns so much of a particular market that competitors cannot take any significant market share away from the market leader. This definition applies to Microsoft only with respect to microcomputer operating systems; in all other of its major markets, Microsoft has plenty of real competition.

In this way, Microsoft resembles IBM of fifteen years ago. At that point, IBM essentially owned the mainframe and networking markets, which were the largest and most important parts of the entire computer market. Anyone around the business at the time remembers that there were certainly competitors in some markets, such as DEC in the minicomputer market. But these competitors could not grow their market share regardless of the quality and price of their products relative to IBM's.

IBM's monopoly was not enforced by any regulatory law. There were no legal barriers to IBM's competitors, and many of them used every method they knew to gain market share. A few of them did quite well in niche markets; many others failed or just never went anywhere. About a decade ago, IBM lost its momentum, lost market share in important segments, and has now reverted back to simply being "huge."

Where Microsoft and the old IBM are comparable is in marketing. Fifteen years ago, almost no one would dream of making a purchase without thinking about what IBM had to offer or how IBM might turn the market the next year. IBM's mindshare of purchasers bordered on the amazing. Today, Microsoft has a similar amount of mindshare in many parts of the microcomputer market. Few people consider buying PC operating systems by anyone other than Microsoft; some (but still a small number) would consider buying a Windows word processor, spreadsheet, database, or presentation package without looking at Microsoft's products.

Where Microsoft and the old IBM differ is on interoperability. Microsoft won't let anyone else say what the programming interface for MS-

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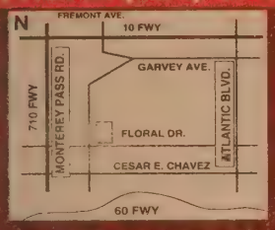

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DOS and Windows is, but it is quite open about letting other companies develop all levels of software for them. IBM would make it almost impossible for other hardware vendors to successfully connect with IBM hardware, and grew complacent because of itsenforced market prowess. Microsoft doesn't care that much if other companies create great Windows programs, since Microsoft has enough good programmers to copy the best features of any package in any software segment it wants.

Even if Microsoft uses unfair, monopolistic practices in selling its applications, you don't hear many consumers complaining about it.

Microsoft disclaims the monopoly on its operating system. Bill Gates has been taking every opportunity in the last few months to point out that the Federal Trade Commission and the Department of Justice spent years investigating Microsoft, and only decided to push for changes in two areas of the way Microsoft did business. Gates claims that this shows that Microsoft is not a monopoly.

Of course, those two things are completely different. Microsoft's lawyers wore down the federal lawyers, and Gates took advantage of the situation by agreeing to two small areas in exchange for letting the Department of Justice out of what would prove to be at least five years in court. That's how smart monopolies work.

Why People Like Monopolies

It is important to look at who is complaining the loudest about Microsoft's monopoly. It isn't the consumers, who could easily pick one of the many better operating systems on the market. After having to navigate through a zillion decisions about what combination of hardware they want, most consumers appreciate not having to think too hard about what software to put in the system.

Five years ago, the choices were easy: MS-DOS, WordPerfect, and 1-2-3. Anything beyond that was for computer professionals, people who could understand the differences between similar programs and operating systems. Today, the operating system is still a "slam-dunk" choice for most people: Windows. Sure, IBM can sell lots of OS/2 Warp systems, but remember that Apple "sells" more copies of MacOS when it sells hardware than IBM sells copies of OS/2.

Microsoft understood the customers' wish not to have to think about the abstract parts of their computer purchase over a decade ago. By making MS-DOS seem like the choice everyone else was making, not necessarily the best choice, Microsoft bought a huge amount of mindshare. It became one less worrisome thing to think about. As the saying goes, "Freedom of choice is what you've got, but freedom from choice is what you want."

Esther Dyson, the popular industry futurist, says Microsoft "is like a government that was elected democratically some time ago, but the particular constitution under which it operates has no provision for another election." Even if Microsoft tried to keep others away from its domains, it failed, and there are plenty of choices in every area in which Microsoft has a large share of the market.

Who's Crying Now

Most of the statements about Microsoft being too much of a monopoly or being anti-competitive come not from customers, but from Microsoft's competitors. These other companies claim that, unless Microsoft is reined in, there will be almost no room for competition in the market and the user will be hurt.

Microsoft was able to take a huge hunk of the market for all-in-one suites by dropping its price very low and keeping it there, not the kind of action that usually elicits complaints from consumers.

Buit thats true right now: there are better operating systems that are getting nowhere due to the Microsoft marketing juggernaut. Any user can go out and buy them today, but only a few have chosen to do so. The operating system market has congealed around Microsoft products for the same reasons the mainframe market never shied away from IBM: comfort.

Even if Microsoft uses unfair, monopolistic practices in selling its applications, you don't hear many consumers complaining about it. Microsoft was able to take a huge hunk of the market for all-in-one suites by dropping its price very low and keeping it there, which is not the kind of action that usually elicits complaints from consumers. Many people think that the suites from Lotus and WordPerfect are better than Microsoft's, and probably neither competitor is losing money on their suite sales. Microsoft has much less of a lock on the application market than it does on the operating system market, as evidenced by its numerous failures in many important segments.

Making Versus Buying: Intuit

Late last year, Microsoft announced that it wanted to buy Intuit, the maker of the wildly popular (if bug-ridden) Quicken and TurboTax lines of software. Microsoft's competitor for Quicken, Microsoft Money, has a tiny share of the market, and nothing comes even close to Quicken for market share and ease of use. As soon as the proposed buyout was announced, many companies complained of the anti-trust implications.

That argument is somewhat spurious. Would those same companies have anything to complain about if Microsoft all of a sudden got more successful with Microsoft Money? Microsoft waited until it was perfectly clear that Quicken had no real competition, and then offered good money for it. Microsoft clearly wants to dominate that part of the applications market and move it forward in ways that even Intuit couldn't, such as pervasive home banking connected through the forthcoming Microsoft Network.

It would clearly be a Bad Thing for the software industry if Microsoft owned the market for all the major areas of software. Buying Intuit would give Microsoft an opportunity to almost completely take over yet another area. What would that mean for consumers (other than more of the same from Microsoft)? Probably not much in the short run. And it might not mean much in the long run either.

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14 CD Titles (Encyclopedia, Chess Master, U.S. Atlas...)	$28
Family Pack (World Atlas, Animals, Oceans Below, Kids Can Read...)	$38
Shareware CD Titles (Window Games, Clip Art, Fonts, Business Titles...)	$3
Adult CD Titles	$6

UPGRADES

Memory Upgrade Prices	CALL
1.2M FDD	$39
1.44M FDD	$27
486DX2-66MHz Upgrade (w/486DX-33MHz Trade-In)	$99

HARD DISK DRIVES

280MB IDE	$143
420MB IDE	$153
540 MB IDE	$163
720 MB IDE	$217
850 MB IDE	$237
1.0 GIG IDE	$327
2 GIG IDE	CALL
1.08 GIG SCSI 2	$439
2.0 GIG SCSI 2	CALL

NOTEBOOKS

486SLC2-50MHz
- 4MB RAM
- 120MB HDD
- Mono LCD

$917

486DX-33MHz
- 4MB RAM
- 200MB HDD
- Dual Scan Color
- Built-in Trackball
- PCMCIA
- Carrying Case

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Add $800 for Active Color

486DX2-66MHz
- 4MB RAM
- 250MB HDD
- Dual Scan Color
- Built-in Trackball
- PCMCIA
- Carrying Case

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MULTIMEDIA SPECIALS

CreativeLab New Edition
Panasonic CD ROM
Sound Blaster 16
18 Titles
Speakers
$257

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True 16 bit Sound Card
14 CD Titles
Speakers
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4x Speed CD ROM
Sound Blaster 16
14 CD Titles
25 Watt Stereo Speakers
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4x Speed CD ROM
Media Vision 16 SCSI
8 CD Titles
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Windows NT	CALL

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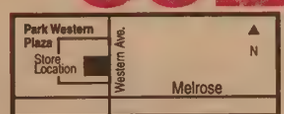

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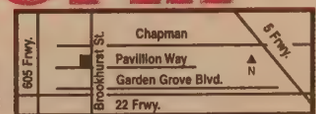

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Anti-monopoly laws were designed to protect manufacturing industries that required a great deal of capital to get started; software isn't that way. Five people in a garage can come up with a new, better software thingy much more easily than they could start a small manufacturing business.

The resilience of the thousands of small software companies to the likes of Microsoft (and Lotus and WordPerfect...) is testimony to this. It isn't clear that we should start pulling in antitrust laws to help companies the size of Lotus, or even Borland, when smaller companies are growing under Microsoft's tyranny just fine.

The Alternatives Are Pretty Ugly

Even if you think that Microsoft's current monopolistic course should be curtailed by the government, the big question is, by whom? In the US, there are only two choices: a judge or the Department of Justice. In the past, both have acted to break up monopolies, but both have also bungled badly in major areas.

Do we really want a government that views cryptography as a munition, and prevents American companies from exporting software that is freely available everywhere else in the world, to be controlling the biggest manufacturer of operating systems? Do we really want a Department of Justice that was so threatened by Microsoft's lawyers that they came out with the wimpy consent decree deciding what do to with the company?

For that matter, do we want someone who could easily have become a federal judge based more on lucky campaign contributions than on merit or business acumen to decide how best to split up Microsoft?

In a company as complex as Microsoft, sending in the lawyer equivalent of the Army Corps of Engineers could be a very big mistake. It would most likely help Microsoft's competitors, but there is no assurance that the benefits would make it out to the users. This isn't to say that they couldn't; a smart and motivated Department of Justice could have clearly given Microsoft reason to start acting like a better corporate citizen years ago and defused the situation. Bill Gates knows that customer loyalty is not eternal, and being friendly with its competitors could make a difference if the public mood changes. But this Department of Justice isn't going to do any of that.

The current state of affairs is not that, and the users aren't demanding (or even asking for) any change that they couldn't just as easily implement with his spending decisions. They want simplicity and are willing to put up with mediocrity and high marketing in order to get it. That could change at any moment, and a bullying Microsoft could be turned on by more than just the software community. But the current US government is probably not the group to best effect that change. ■

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Stock Chart continued on page 24

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486 66/80/100 MHz SYSTEM
486 VLB GREEN Mother board w/256k
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4 MB RAM 70 ns (brand name)
420MB IDE Hard Drive (brand name)
Shamrock 14" NI SVGA Monitor 0.28 dp
1.44 FDD (Teac/Mitsumi)
TRIDENT 9440 1MB SVGA Card w/1MB
Vision VLB Enhanced Controller Card w/I.O.
Minitower Case with Digital display
101 Keyboard & Mouse
CPU Heatsink + cooling fan
with Intel DX2-66 CPU ... $925
AMD DX2-66 CPU ... $899
AMD DX2-80 CPU ... $925
AMD DX4-100 CPU ... $975
Intel DX4-100 CPU .. $1055
Note: For multimedia add prices from Multimedia section.

Pentium 60/75/90 PCI SYSTEM
Pentium 60/75/90 CPU w/ fan
PCI Motherboard
SIS/Opti Chipset, 256K Cache
8MB RAM, 70 ns (brand name)
540MB HDD (brand name)
Shamrock 15"SVGA
NI Monitor digital
Trident 1MB PCI SVGA Card
1.44 MB 3½"FDD (TEAC/NEC)
PCI IDE & 2S, 1P, 1G port
Midtower Case w/ Digital display
101 Keyboard & Mouse
intel inside
$1345/1425/1625
Note: Please call for custom Pentium-100 systm.

$$$ SUPER DEALS $$$
IBM 486SLC2-66 VLB
Complete System... $750*
486DLC-40 ISA
Complete System... $675*
*Comes w/CPU, Math Co, 2 MB RAM,
270 MB HD, and 14" SVGA .39 dp Monitor

BRAND NAME MEMORY

1 MB 30 pin	$37.00	8 MB 72 pin	$340.00
4 MB 30 pin	$130.00	8 MB 72 pin*	$285.00
4 MB 72 pin	$159.00	16 MB 72 pin	$550.00
4 MB 72 pin*	$149.00	16 MB 72 pin*	$465.00

*no parity

PARTS & COMPONENTS

MOTHERBOARDS
486DLC-40, 128k Cache w/CPU & Math Coprocessor ... $119
IBM 486SLC2-66 VLB w/CPU & Math Coprocessor ... $139
486DX2-66 VLB, 256k Cache, 30 pin SIMM slots w/Intel CPU ... $239
486DX2-66 VLB, 256k Cache, 30/72 pin SIMM slots w/Intel CPU ... $249
Pentium 60/66 OPTI PCI/VLB/ISA 256k Cache w/o CPU ... $149
Pentium 90/100 OPTI or SIS PCI/VLB/ISA 256k Cache w/o CPU ... $159
Pentium 90 Intel chipset PCI/ISA 256k Cache w/o CPU ... $245

HARD DRIVES
210 MB Conner / Maxtor ... $135
420 MB Conner / Maxtor / Quantum ... $159
540 MB Conner / Maxtor / Quantum ... $169
850 MB Conner / Maxtor ... $235
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1.2 GB Conner / Western Digital ... $349
1.08 GB Conner FS/2 SCSI ... $439
2.1 GB Conner / Quantum SCSI ... $829

VIDEO CARDS
Trident 9440 VLB 1MB SVGA ... $69
Cirrus Logic 5428 VLB SVGA ... $69
Diamond Stealth 2MB VRAM PCI or VLB SVGA ... $279
Diamond Stealth 2MB DRAM PCI or VLB ... $179

MULTIMEDIA
Sony 2X / Teac 4X CD ROM ... $109 / $169
Sound Blaster 16, Sony 2X CDROM, CD titles, 40 W speakers ... $249
Sound Blaster 16, Teac 4X CDROM, CD titles, 80 W speakers ... $349
Microsoft Encarta CD Pack ... $69

MONITORS
14" NI Shamrock ... $205
15" NI Shamrock digital ... $289
17" MAG (DX 17F) .26 dp digital ... $589

MISCELLANEOUS
Mitsumi 1.2 /1.44 FDD pair ... $69
Conner 420 MB Tape Backup ... $159
14.4 kbps Modem AT&T Chip Set ... $59
US Robotics 14.4 kbps Modem ... $99

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- PCI Enhanced IDE Controller with 2 Serial, 1 Parallel, 1 Game port
- 101-Key Enhanced Keyboard
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- Mid Tower Case with 230W Power Supply
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- 2 Serial, 1 Parallel, 1 Game Port
- 101-Key Enhanced Keyboard
- Hi Resolution Serial Mouse
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486DX2-80 .....$975
486DX4-100 .....$995

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- 256K Cache
- 1.44MB Floppy Drive
- Mid Tower Case

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- 486 VESA Local Bus Motherboard
- 256K Cache
- 1.44MB Floppy Drive
- Mini Tower Case

486DX2-66.....$300
486DX2-80.....$330
486DX4-100.....$380

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QUAD SPEED MULTIMEDIA

TEAC 4X CD-ROM
Sound Blaster 16
Multimedia Speakers
4 CD Titles
$269

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MGC 1458, 14" 1024x768; NI; .28mm.....$205
MGC 1588, 15" 1280x1024; NI; .28mm....$290
MGC 1765, 17" 1280x1024; NI; .26mm....$580
MAG DX17F, 17" 1280x1024; NI; .26mm ..$600

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SAMSUNG 560MB IDE $175
MAXTOR 540MB IDE $188
MAXTOR 850MB IDE $269
WESTERN DIGITAL 1.08GB IDE $365
CONNER 1.06GB SCSI-2.....$495

CD ROM

SONY DOUBLE SPEED IDE $115
TEAC QUAD SPEED IDE $170
NEC QUAD SPEED SCSI-2 .....$310

SOUND CARD

SOUND BLASTER 16 BASIC $78
SOUND BLASTER 16 SCSI-2.....$99
SOUND BLASTER 16 SCSI-2 ASP.....$162
SOUND BLASTER AWE 32 .....$248

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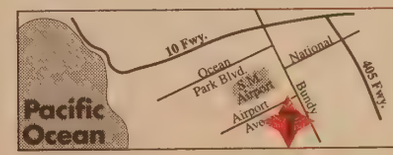

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Insights *continued from page 22*

TRAVELING INTO UNCHARTED WATERS: MICROTIMES INDEX HITS ANOTHER RECORD HIGH

EXCH	COMPANY		TICKER SYMBOL	CLOSING PRICE 03/15/95	CLOSING PRICE 04/12/95	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD	P/E RATIO	ANNUAL DIVIDEND RATE	ANNUAL DIVIDEND YIELD	ANNUAL HIGH	ANNUAL LOW
	SOFTWARE											
OTC	Adobe	(H)	ADBE	37.25	53.63	16.38	43.96	168	0.20	0.37	53.75	23.50
OTC	Autodesk	(H)	ACAD	41.50	42.00	0.50	1.20	37	0.24	0.57	44.00	23.25
OTC	Borland		BORL	9.25	8.00	-1.25	-13.51	-	0.00	0.00	14.38	6.00
OTC	Informix		IFMX	38.38	37.13	-1.25	-3.26	38	0.00	0.00	39.75	14.25
OTC	Lotus		LOTS	40.75	35.25	-5.50	-13.50	-	0.00	0.00	66.50	29.75
OTC	Microsoft	(H)	MSFT	70.50	71.63	1.13	1.60	34	0.00	0.00	74.13	41.13
OTC	Novell		NOVL	19.25	21.50	2.25	11.69	41	0.00	0.00	21.50	13.38
OTC	Oracle	(H)	ORCL	32.75	32.00	-0.75	-2.29	38	0.00	0.00	34.63	17.50
OTC	Software Publishing		SPCO	3.75	3.63	-0.13	-3.33	-	0.00	0.00	6.25	3.00
OTC	Symantec	(H)	SYMC	23.00	20.88	-2.13	-9.24	29	0.00	0.00	24.50	9.88
	HARDWARE											
OTC	Apple		AAPL	35.00	39.00	4.00	11.43	10	0.48	1.23	48.06	24.63
OTC	AST Research		ASTA	15.50	17.25	1.75	11.29	-	0.00	0.00	20.00	10.38
NYS	Compaq		CPQ	32.25	32.00	-0.25	-0.78	10	0.00	0.00	44.38	29.50
NYS	Digital Equipment	(H)	DEC	32.13	42.88	10.75	33.46	-	0.00	0.00	42.88	18.25
OTC	Dell		DELL	43.75	44.50	0.75	1.71	13	0.00	0.00	47.75	21.25
NYS	Hewlett-Packard	(H)	HWP	120.25	122.25	2.00	1.66	17	1.20	0.98	125.00	71.88
NYS	IBM	(H)	IBM	81.75	87.13	5.38	6.57	17	1.00	1.15	87.13	51.38
NYS	Silicon Graphics	(H)	SGI	34.63	34.75	0.13	0.36	31	0.00	0.00	38.00	18.75
OTC	Sun Microsystems		SUNW	33.25	35.56	2.31	6.95	13	0.00	0.00	37.63	18.25
NYS	Xerox	(H)	XRX	116.50	115.63	-0.88	-0.75	17	3.00	2.59	120.50	90.63
NYS	Tandy		TAN	47.00	48.38	1.38	2.93	17	0.72	1.49	52.38	31.00
	CPU'S											
NYS	Advanced Micro Devices	(H)	AMD	34.63	34.50	-0.13	-0.36	11	0.00	0.00	36.88	22.25
OTC	Intel	(H)	INTC	81.88	91.75	9.88	12.06	18	0.24	0.26	92.00	56.00
NYS	LSI Logic	(H)	LSI	55.75	56.13	0.38	0.67	29	0.00	0.00	58.38	16.75
NYS	Motorola		MOT	56.88	54.50	-2.38	-4.18	20	0.40	0.73	64.75	42.13
	COMMUNICATIONS											
NYS	AT&T		T	52.13	51.38	-0.75	-1.44	16	1.32	2.57	57.13	47.25
NYS	BellSouth Corp.		BLS	59.00	61.50	2.50	4.24	14	2.76	4.49	63.50	50.50
OTC	MCI		MCIC	20.31	21.63	1.31	6.46	16	0.10	0.46	25.88	17.25
NYS	Northern Telecom	(H)	NT	36.63	39.50	2.88	7.85	25	0.36	0.91	40.00	26.00
NYS	Pacific Telesis		PAC	30.38	30.25	-0.13	-0.41	11	2.18	7.21	33.38	28.00

KEY: NYS = NEW YORK ASE = AMERICAN OTC = OVER THE COUNTER
(H) = NEW HIGH REACHED IN PERIOD (L) = NEW LOW REACHED IN PERIOD

MARKET DIARY:

ADVANCES	18
DECLINES	12
UNCHANGED	0
NEW HIGHS	14
NEW LOWS	0

MOST ACTIVE ISSUES:

LARGEST DOLLAR GAINER	Adobe	$	16.38
LARGEST DOLLAR LOSER	Lotus	$	-5.50
LARGEST PERCENTAGE GAINER	Adobe		43.96 %
LARGEST PERCENTAGE LOSER	Borland		-13.51 %

	CLOSE 03/15/95	CLOSE 04/12/95	NET CHANGE IN PERIOD	PERCENT CHANGE IN PERIOD
MICROTIMES STOCK INDEX	6042.96	6270.71	227.75	3.77
DOW JONES INDUSTRIAL AVERAGE	4038.37	4197.81	159.44	3.95
STANDARD & POOR'S 500 INDEX	491.88	507.17	15.29	3.11
N.Y.S.E. COMPOSITE	266.15	274.04	7.89	2.96
NASDAQ COMPOSITE	807.38	828.53	21.15	2.62

CLOSING QUOTES FOR GRAPH:

DATE	MICRO TIMES	DOW JONES
08/19/94	5070.19	3755.11
09/16/94	5323.66	3933.35
10/27/94	5478.47	3875.15
12/16/94	5370.37	3807.19
01/18/95	5832.57	3928.98
02/16/95	5961.54	3987.52
03/15/95	6042.96	4038.37
04/12/95	6270.71	4197.81

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Following in the footsteps of the Dow Industrials and the S&P 500, the MicroTimes Stock Index once again traveled into uncharted waters during the monthly trading session ended April 12.

Specifically, our indicator of thirty technology stocks hit a new record high of 6270.71 after rising another 227.75 points, or 3.77%, during the 28-day period. In comparison, the Dow Jones Industrial Average surged ahead 3.95% to a record high of 4197.81 (eclipsing the 4200 mark just seven days after surpassing the 4100 level on March 24) while the S&P 500 sprouted to a record high of its own, rising a hefty 3.11% to 507.17.

Of all the stocks in the nearby table, advancing issues outpaced declining stocks by an 18-to-12 margin. Additionally, those stocks hitting new 52-week highs blanked those falling to new 12-month lows by a resounding 14-to-0 count. This latter statistic illuminates the strong performance of technology stocks last month, which led the record-breaking performance of the MicroTimes Stock Index.

Turning to individual stocks in the MicroTimes Stock Index:

Investors tripped over themselves in an attempt to add shares of Adobe Systems to their portfolios last month. The reasons: the company posted higher-than-expected first-quarter earnings of $34.4 million and Adobe formed an alliance with IBM (up $5.38 last month to $87.13) to develop printing and publishing systems. The result: Adobe's share price spiraled upward $16.38 a share, or 44%, en route to a close of $53.63.

In Canada, Northern Telecom's stock approached a two-year high last month, rising 7.9% to $39.50. The reason for the optimism: expectations that it will win large contracts to build wireless phone networks in the United States.

Digital Equipment continued its phoenix-like ascent last month, rising a hefty $10.75 a share, or 33.5%, en route to a new 52-week high of $42.88. The stock was upgraded to "attractive" from "neutral" at PaineWebber.

Apple's share price headed north to the tune of $4 a share, or 11.4%, to $39. Last month, Oracle (down 75 cents to $32) confirmed publicly that it had recently made an overture to acquire the Cupertino-based concern. Also, rumors surfaced last month that Canon may make an acquisition offer for Apple for $54.50 a share. ■

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- Mouse
- 101 Enhanced Keyboard

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$269

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14400 Fax Modem — $59

VGA Trident VLB 1MB — $69

VGA 53 VLB 1MB — $70

VGA Diamond Stealth 64 DRAM — $169

VGA Diamond Stealth 64 VRAM — $279

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- CPU Cooling Fan
- 4MB RAM
- 420MB HardDisk (12MS)
- Mini Tower Case
- 1.44MB Floppy Drive
- VLB 32 Bit Super IDE & I/O
- VLB 32 Bit 1M Video
- SVGA 14" Monitor (.28MM NI)
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- Amplified Speaker
- CD Titles
- 256K Write-Back Cache CPU Cooling Fan
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- 540MB Harddisk (12MS)
- Mini Tower Case
- 1.44MB Floppy Drive VLB Super IDE & I/O
- VLB 1M Video
- SVGA 15" Monitor (.28MM NI)
- 101 Enhanced Click Keyboard
- 3 Button Hi-Re Mouse

PRINTERS

HP 540 INKJET	$279
HP 560C	$469
Epson 5000+	$239

ACCESSORIES

Sony CD-ROM Double Speed	$119
25-Watt Amplified Speakers	$32
14400 Baud Fax Modem w/voicemail	$69
420MB (Conner) Backup Drive	$169
SoundBlaster 16 MCD Sound Card	$79
Logitech Mouse	$29
Microsoft Mouse	$29

HARD DISKS

420MB IDE	$159
540MB IDE	$189
1GB IDE	$349

MONITORS

Mono VGA 14"	$89
SVGA 14" (0.39mm)	$179
SVGA 14" (0.28mm)	$189
SVGA 14" (0.28mm NI)	$209
SVGA 15" (0.28mm NI)	$309
SVGA 17" (0.28mm NI) (1280x1024)	$599

CPU

Pentium P5/90MHz	$519
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DX2-80MHz AMD	$169
DX4-100MHz AMD	$189
DX4-100MHz Intel	$269

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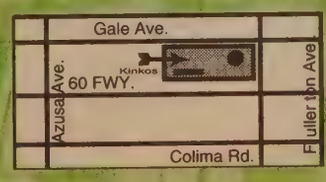

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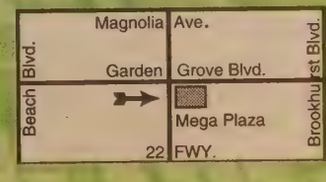

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* Premium Stereo Speakers
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* 101 Enhanced Keyboard
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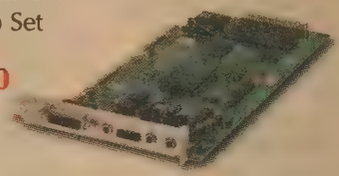

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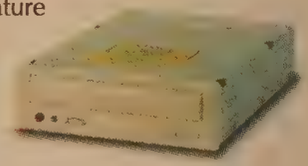

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BY JIM WARREN

REALIZABLE FANTASIES

They're *Our* Public Records. We *Still* Want 'Em! *Now!*

Last year, California state Senator Quentin Kopp (Ind., San Francisco) introduced Senate Bill 95, which would have reformed the California Public Records Act (CPRA). Most notably for our readers, it would have clarified public access to computer copies of the public parts of already-computerized records held by state and local agencies.

SB 95 went down in flames, blown out of the sky by city and county officials, horrified at the prospect that the public might have *modern* (computerized) access to the public's records of local deeds and misdeeds—especially, *Gawd forbid!*, without generating significant profits for the cities and counties or their high-profit, private-sector information monopolists.

But Kopp continues his delusion that the public should have modern access to public records. In February, he introduced yet another attempt to mandate modern citizen access—Senate Bill 323.

[Full disclosure: I wrote the first draft of most of the computer-access language of SB 95 and SB 323, and reviewed the final draft before Kopp submitted it to the Legislative Counsel's wordsmiths.]

Only Applies To *Public* Data

One smoke-screen belched forth by frantic bureaucrats opposing SB 323 alleges that it will somehow harm privacy of personal information held by state or local agencies. *Not so!*

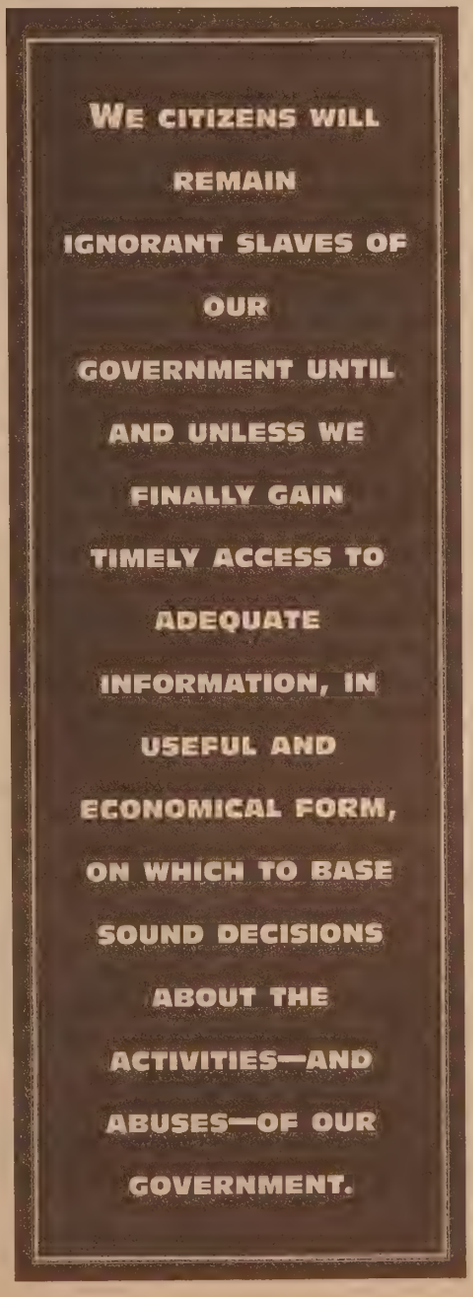
The Public Records Act *only* applies to *public* information.

There are literally thousands of CPRA exemptions for state and local government records, often concerned with protecting corporate information and the privacy of personal information—especially the privacy of government staff and officials.

It turns out that no one knows how many exemptions there are, since they are splattered all over the voluminous state statutes and endless self-serving "findings" by local and state agencies' legal beagles. SB 323 would remedy that by creating an index of exemptions.

Here are some notable examples from among the thousands of government records, public access exemptions:

- Most disciplinary records about errant teachers are protected from the prying eyes of parents.
- Most records of police misconduct are sealed away from those disgusting, nosy reporters and citizen groups.
- The presence of paroled felons is kept secret from communities where they are paroled—illustrated not long ago by the rapist, paroled after a few years in prison, who chopped off the arms of his victim.



- Medical and dental patients and legal clients are protected from the trauma of seeing most complaints filed against their physicians or attorneys.
- DMV records are sealed from "public" access. (However, direct-mail solicitors and other commercial DMV "clients" who are considered "legitimate" users pay hundreds of thousands of dollars annually to buy your and my driver and vehicle records.)

SB 323 Would Clarify Modern Public Access

Here are the key components of SB 323's computer-assisted, public access mandates, excerpted from the bill text and from the state Senate Judiciary Committee's bill analysis (italics and bracketed sarcasm added):

Under existing law, "public records" are

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Pentium-90	$2540	$3240
Pentium-100	$2720	$3420

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* 16-bit sound card, speaker and microphone
* 32-bit graphic accelerator
* 1 MB video memory
* Big 25mm trackball
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* Serial, parallel, kb, monitor, and docking station connector
* AC adapter & carrying bag

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486DX4-100	$1449	$1949	$2699

Pentium Audiobook

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* PCMCIA Type 3 slot
* Built-in sound card, speaker and microphone
* 32-bit graphic accelerator
* 1 MB video memory
* Built-in 16mm trackball
* LCD status display
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* Serial, parallel, kb, monitor, and docking station connector
* Rechargable NiMH battery
* AC adapter & carrying bag

+ Mono does not include sound features

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- ☑ 256K cache
- ☑ **16 MB RAM (128MB max.)** Cool
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- ☑ **1.0 GB SCSI-2 hard drive**
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- ☑ **MAG 17" 1280 X 1024 NI monitor, .28dp**
- ☑ **Digital control, Low radiation (3 yr warranty)**
- ☑ 2 serial, parallel, & game ports
- ☑ Enchanced 101 keyboard
- ☑ Medium tower case w/230W
- ☑ Microsoft compatible mouse
- ☑ **Sound Blaster 16 SCSI-2** Cool
- ☑ **Quad speed SCSI-2 CD-ROM drive**
- ☑ **160W Hi-Fi power speakers w/ DSP**

486 VESA

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486DX2-66	$929

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- ☑ CPU cooling fan w/heatsink
- ☑ 256K cache
- ☑ 4 MB RAM (128MB max.)
- ☑ TEAC 1.44 MB floppy drive
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- ☑ 32-bit IDE HD controller
- ☑ 32-bit SVGA graphic accelerator w/1 MB
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- ☑ Enchanced 101 keyboard
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- ☑ Enchanced 101 keyboard
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MAG 15" DX-15F	$329
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Sound Card

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Fantasies *continued...*

defined as "any writing containing information relating to the conduct of the public's business prepared, owned, used or retained by any state or local agency regardless of physical form or characteristics." ["Writing" is currently defined by laboriously enumerating a variety of forms including, "punched cards, discs, drums, and other documents."]

SB 323 would delete that definition and "writing containing information." Instead, a record would be any [already public] "information, writing, data, sounds, and images [notably including geographic and map data that agencies dearly hope to sell for big bucks to the elite few who can afford 'em] ...including directories, indices, cross-indices, and cross-references..." [on the off-chance that citizens might want to be able to find something].

Existing law provides that "computer data shall be provided in a form determined by the agency."

E.g., several years ago, Palo Alto resident Gene Wallis requested a copy of that city's spreadsheet-created budget on a diskette. When asked why, he said, "So I can analyze it, myself." He was promptly told that he could only have it in paper form. Wallis reported that when he asked why, the clerk said, "Oh, you might modify it!"

SB 323 would replace that ambiguous provision, and mandate in 6253(c) that, "A copy of computerized data shall be provided in any form that is requested *from any of the alternative forms used by the controlling agency*, including any forms used by the agency to make copies for its own use. *An agency shall not be required to make records available in any form other than those forms used by the agency.*"

In spite of the clarity of the reiterated statements in italics, opposing propagandists are terrifying naive officials by saying that agencies would have to produce data in any form requested, and create data they don't already have.

Direct Access *NOT* Mandated

In spite of there being absolutely *no* mandate that the public have direct access to agency computer systems, but only to *copies* of their *public* records, the bill analysis says, "Opponents argue that this provision could threaten the privacy rights of the citizens about whom agencies keep records [*horse puckey!*—data that's public, by definition, ain't private; and if it's nonpublic, then it remains private!]. They argue that facilitating direct access to agency computerized information would make it too easy for confidential information about people to be disclosed."

Officials that can't protect the privacy of personal information in agency computers need to be replaced with competent professionals.

Agency Profits Pre-empt Public Access

The bill analysis reports that the California State Association of Counties (CSAC) stated:

> This provision could allow private companies to obtain computer programs and computer data, and use them for commercial profit-making [job-producing, tax-paying] purposes without allowing the public agency the ability to recover the actual cost of developing or compiling the data and making it available.
>
> The County of Santa Clara has a particular economic concern about this provision. It is concerned that requiring it to provide computerized data in computerized form to anyone who asks, will threaten its license agreement with Barclay Mapworks. The County has recently executed a 5 year exclusive license agreement with that company for use of the county's copyrighted "cadastral base map". The agreement provides for payments to the County of a minimum of $100,000 per year.

Assure Access And Privacy

Currently agencies often plead that they can't provide computer copies of public data because public and private data is commingled, or because they require proprietary software or agency-developed software—that our taxes paid for. Addressing these excuses for refusing public access, Sec. 6253.3 of SB 323 mandates that:

> Public agencies shall ensure, to the extent technologically and economically feasible, that systems used to collect and hold public records purchased or created by the agency after January 1, 1996, be designed to ensure ease of public access to public records. At a minimum, records systems shall meet the following requirements:
>
> (a) Allow for computer-assisted redaction [fancy lawyer's word meaning "deletion"] of exempt information from an otherwise disclosable record. [This further emphasizes that nonpublic information remains "private"—available only to the multitude of government agencies that collect and share it while building an ever-tightening web of citizen surveillance, hidden from public scrutiny.]
>
> (b) Allow for production of copies of public records in a format generally acknowledged as being an industry-standard format for information exchange between computer programs. [This upsets some database and systems vendors, who'd much prefer suckering agencies into buying their proprietary systems from which the agencies have costly difficulty escaping when newer, better, cheaper alternatives become available.]
>
> (c) Allow for provision by agencies of copies on computer information storage media of all materials produced by the agency or any consultant to the agency for elected or appointed decision-makers in connection with any matter that is placed on an agenda for discussion, deliberation, or action on open session during a public meeting pursuant to the Ralph M. Brown Act [applies to local agencies and executive-branch state agencies] or the Bagley-Keene Open Meeting Act [applies, in a limited way, to state legislative meetings].
>
> [I.e., if information is to be the subject of a public hearing covered by the open-meetings laws, then the information should be covered by the open-records law, and available in computerized form. These days, it almost always *is* prepared using a word processor or spreadsheet program, but many officials are very coy about letting the public have copies in such useful formats.]
>
> (d) Allow for timely public access to copies of all computerized public records by way of the largest nonprofit, nonproprietary, public computer network. Implementation of the network-based, computer-assisted public access shall

"The County has recently executed a 5 year exclusive license agreement with Barclay Mapworks for use of the county's copyrighted 'cadastral base map' ".

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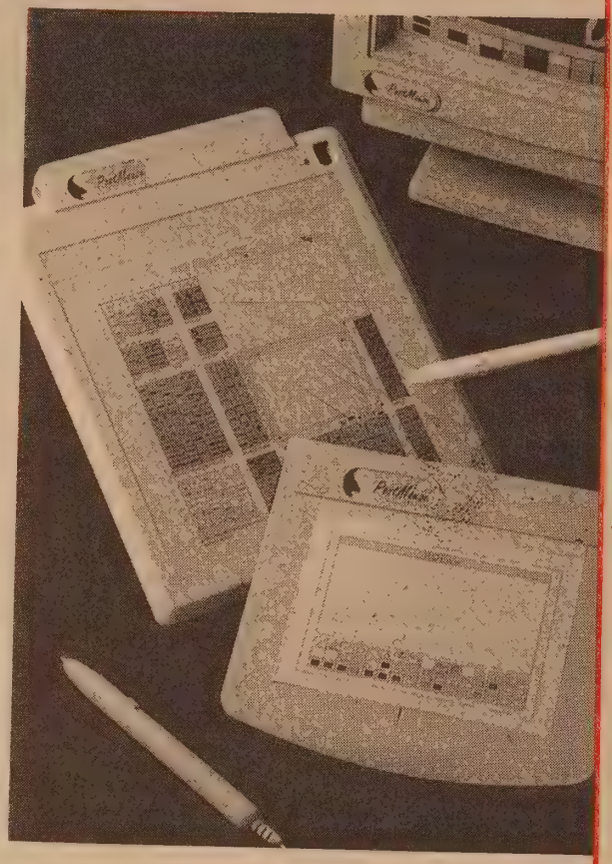

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Fantasies *continued...*

ensure the protection and security of all data stored on or copied onto computer systems controlled by the agency.

[I.e., local and state agencies should arrange to make their already-computerized, already-public, already-available public records available via the Internet, rather than requiring that every citizen wishing to receive timely, efficient, energy-conserving access to grovel before some distant officialdom when permitted during office hours.]

(e) Nothing in this section shall require the agency to violate any copyright, patent, trade secret, or any contract provisions made with a vendor prior to January 1, 1996. No agency shall be obligated to provide technical support or copies of manuals and documentation, expect those created by the agency, regarding the processing of the requested public records.

Sunnyvale City Council member, Landon Curt Noll *(chongo@ncd.com)*, who works in the real world for Networking Computing Devices, excerpted these key sections from SB 323 and posted them widely across the Net in late March, along with his strong statement of support.

It's great to see some computer- and net-literate people starting to occupy public decision-making positions. Unfortunately, too many city, county, and state officials and bureaucrats are more antiquated or self-serving. Clearly, they have been in their positions of power and arrogance much too long for the public's well-being.

We citizens will remain ignorant slaves of our government until and unless we finally gain *timely* access to *adequate* information, in useful and economical form, on which to base *sound* decisions about the activities—and abuses—of our government.

If you care to participate in the process of your own governance, send your one-page, concise letter to SB 323 author Sen. Quentin Kopp, State Capitol, Sacramento, CA 95814; fax: (916)327-2186. Discuss questions with his aide, Dan Friedlander, (916)445-0503.

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PALMTOPS • BY MITSU HADEISHI

Look, Ma, No Wires!

Motorola Envoy Combines Magic Cap With Wireless Communications

Shipping at last, the long-awaited Envoy from Motorola isn't the first PDA based on the General Magic Magic Cap operating system; the Sony Magic Link, reviewed in an earlier column, has that distinction. The Envoy has a particular feature, however, lacking in the Magic Link: it communicates without wires. Using the ARDIS cellular digital packet network, the Motorola Envoy can both send and receive messages and other information without the need for a wire-line telephone connection. The ARDIS network serves most medium- and large-sized cities in the United States, and is used for connectivity with the RadioMail and AT&T PersonaLink email services.

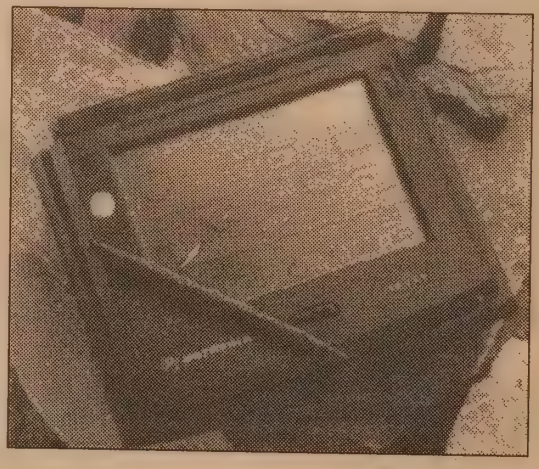
This means from wherever you happen to be, in your car, in the office, or walking down the street, the Envoy can send and receive email messages instantly.

The Envoy: Who Needs It?

What are the tradeoffs for this kind of connectivity?

Well, first of all, the Envoy costs more than the Sony Magic Link, retailing for around $1500 vs. $900 for the Sony. In addition, to accommodate the cellular digital packet modem, the Envoy ends up weighing half a pound more, 1.7lbs. Finally, the unit is a bit larger, measuring 7.6" x 5.8" x 1.2", about half an inch taller and a quarter-inch thicker than the Magic Link. RAM on the Envoy is the same as the Sony, 1MB.

However, 1.7lbs. is still a lot lighter than even the lightest subnotebook computer, and the price, while higher than many average consumers may be willing to spend, could be within the range of the busy executive with a need for information on the go. And this is precisely the market Motorola's targeting: executives and other business users with a work-related use for something with the Envoy's functionality, and the willingness and wherewithal to spend what it takes.



The first targeted audience for personal digital assistants was the general consumer population; while this is a laudable goal and still the ultimate Holy Grail for most PDA manufacturers, the fact is that most vendors have realized that the units are too expensive for the average user. The business user, however, is more likely to have a real need for wireless connectivity, and is also more likely to be willing to spend $1500 for such a device. Only time will tell how well this theory holds up in reality.

Features And Applications

As I've discussed in previous columns, the Magic Cap operating system at the heart of both the Envoy and the Magic Link includes an easy-to-use graphical user interface, on-screen "virtual keyboard" (no handwriting recognition is attempted), and a cute (some might say overly cute) spatial metaphor for getting at the various functions that are available in the unit.

For example, you start out sitting at your virtual desktop surrounded by things like an in box, an out box, and various desk accessories (a calendar for scheduling appointments, a notepad, and so forth). From there you can read your mail, compose and send new messages, etc. Typical organizer functions are available from your desktop. You can also look in the virtual drawers of your desk and find various applications such as Pocket Quicken (built into the unit).

To gain access to even more functionality, you tap on the "Hallway" arrow at the top right of the screen, and you're transported to a virtual hall setting, allowing you to walk around to more complex areas such as the library or the control panel. From there you can leave the building and enter the "town," filled with various buildings representing services that are currently available from your unit, such as America Online or AT&T PersonaLink Messaging.

The ARDIS wireless network currently allows access to both RadioMail and AT&T PersonaLink Messaging. Both of these services

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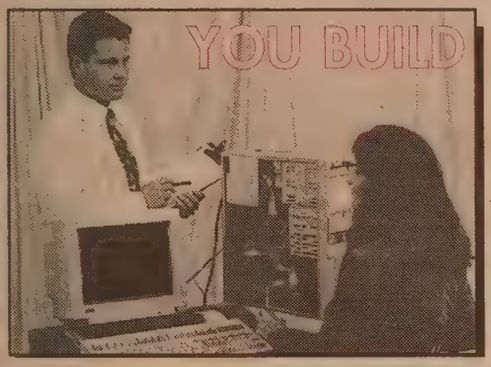

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allow email to be sent to and received from addresses all over the Internet and elsewhere (CompuServe, America Online, and so forth). Unfortunately, RadioMail, like AT&T PersonaLink, uses cryptic numeric addresses which are nearly impossible to remember. Any friends of yours who want to send email to your Envoy had better either have a mail alias defined or be exceptionally good at memorizing long numbers. However, email gets sent instantly and wirelessly, a great time-saver when you're on the run, although it only works as long as the batteries are strong enough.

Which brings me to the subject of battery life; the unit seems to have a usable battery life of around eight hours. However, the cellular modem seems to turn itself off after only about four hours or so of use. So, although you can still use your unit for a while after that, you won't be able to send email wirelessly until you have recharged your unit (you could also use the standard 2400 baud modem also built into the machine). This does mean the Envoy will stay at least partially usable for more than twice as long as the average laptop, however.

The screen on the Envoy is fairly hard to read; no matter what contrast setting you use, it's somewhat difficult to see the display. This is a fault shared by the Sony Magic Link as well, and something that should be addressed in future versions of both machines.

A disappointing omission from the built-in tools is the PenCell spreadsheet, which is included with the Sony Magic Link. A spreadsheet is a very useful general-purpose tool that can be used in the place of a lot of special-purpose applications; what's more, it's easy for the average user to create specialized spreadsheets to do everything from budget computations to travel planning. My guess is that the Envoy was pushing the envelope in terms of price, so they decided they couldn't afford to bundle the spreadsheet. Fortunately, it's available from PenWare as an add-on for $200, although that's distributed on a floppy which means it takes up valuable RAM when loaded. On the other hand, the unit comes with the productivity software Pocket Quicken, which will serve the needs of a lot of users for their basic personal finance and checkbook balancing needs.

An interesting fact is that the Envoy is being sold only through a limited number of specialized vendors across the country. Motorola is not distributing this device via standard consumer retail channels at all—you need to contact Motorola and find the outlet nearest you. The unit is clearly aimed at the business professional, not the ordinary consumer. By contrast, the Sony Magic Link is targeted directly at consumers; they can be found throughout the country at most major electronics stores.

Security And Agents

For those of you worried about the security of email transmitted openly through the airwaves, AT&T PersonaLink plans to unveil its own wireless network (independent of ARDIS) within the next several months. This network will allow encrypted point-to-point transmissions of email and other information, as well as allowing the Envoy to fully employ the Telescript intelligent network protocol.

With Telescript, the Envoy can send out "agents" which will carry out a variety of tasks for the user on the network. For example, an agent could be sent out with the instruction to find the lowest price on hotel rooms in the city you're visiting. The Telescript agent would go out and search for the information, returning only after it had gathered the information you were seeking. This saves money for the Envoy user, in theory, because the agent doesn't utilize the wireless network until it has finished its task (as opposed to a normal interactive search which would require constant sending and receiving of data packets). Since CDPD networks typically charge users by the packet sent, it's useful to have this sort of technology in a wireless device.

Unfortunately, of course, neither the PersonaLink wireless network nor very many services that support Telescript are yet available.

Motorola Marco

In addition to the new General Magic-based Envoy, Motorola is simultaneously shipping the Marco, an Apple Newton-based PDA which also has a Motorola cellular digital packet data modem.

Like the Envoy, the Marco features access to the nationwide ARDIS network and RadioMail. In addition, the Marco supports the ARDIS Personal Messaging email network. Unlike RadioMail, ARDIS Personal Messaging is designed primarily for sending email to recipients who are also using ARDIS Personal Messaging. It does not yet include gateways to the popular email systems such as the Internet or CompuServe.

Although the Envoy and the Marco share a common wireless interface, the two units run entirely different operating systems. The Marco uses the familiar Newton notebook metaphor; the Envoy of course uses the cute icons of General Magic's Magic Cap interface. Marco users can of course utilize any of the hardware or software packages currently available for the Apple Newton.

Pricing for the unit is currently expected to range from $900 to $1400, depending on options and features. The wireless modem makes the weight of the Marco 1.8lbs, about the same as the Envoy. The CDPD modem also increases the size of the unit to 7.5" x 5.8" x 1.4".

As with the Envoy, Motorola is also marketing the Marco through just a few select wireless distributors.

Web From Your Newton

Back in the early days of the home PC, people used to talk about how they could be used for all sorts of great household tasks, such as, for example, filing recipes (why is it that no one ever mentions this these days?).

One of the other purported benefits was gaining access to vast Computer Databases; many people mistakenly thought that all they needed was a Commodore PET and they would suddenly have access to Many Amazing Things. Well, as it turned out, you also needed a modem, and modems in those days were excruciatingly slow. And, even if you had a modem, there wasn't a whole lot that was exciting to do online.

The Internet has changed all that forever. The Internet has been growing by leaps and bounds, primarily because of its adherence to the idea that the best way to organize things is via a kind of cooperative anarchy. Suddenly,

continued on page 241

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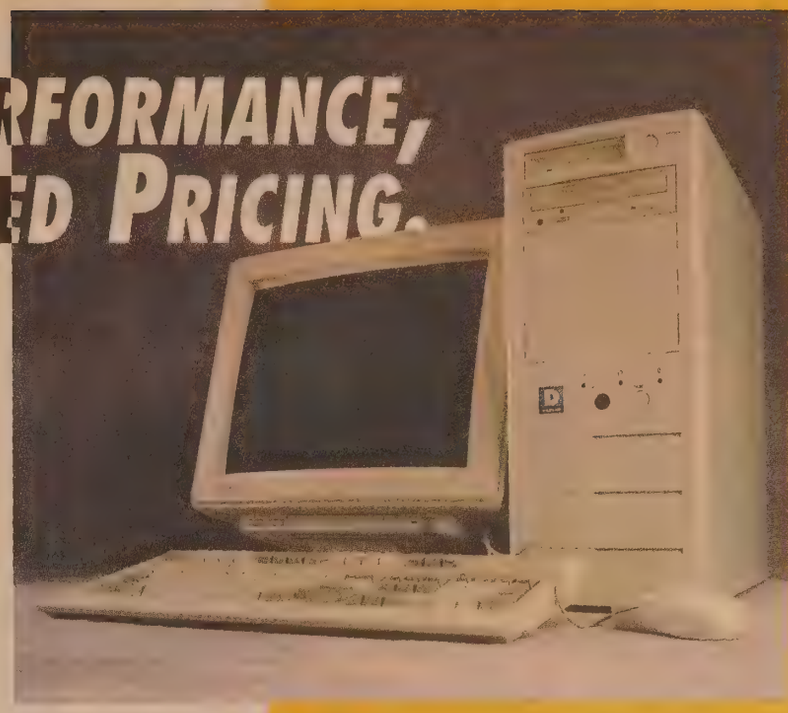

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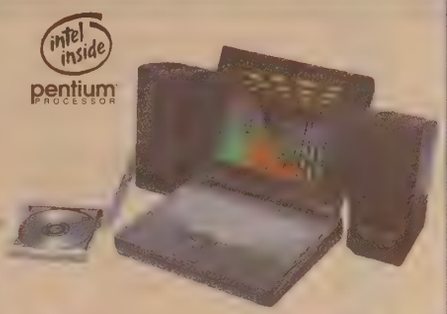

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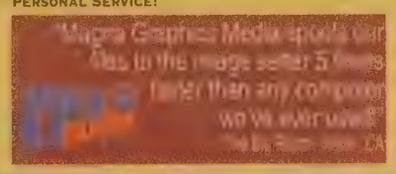

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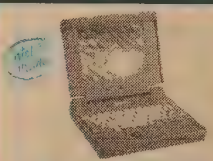

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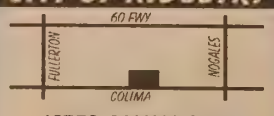

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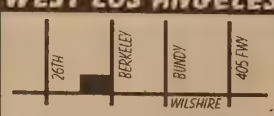

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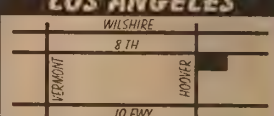

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"Then Just Convert The File..."

The Joys Of Multiple File Types

You think your job is done.

You have been working in WordPerfect, and your client needs the information in Microsoft Word format. Or you have a .bmp graphic from Windows Paint, and you need to give it to someone as a TIFF file for their Macintosh.

"That's no problem," you think, "I'll just convert the file..."

But you are facing more trouble than you think. You are entering the world of file conversions. As we depend more on the Internet, exchanging files with people who work on Windows, DOS, Macintosh, and UNIX platforms, we spend more time between the worlds.

You may soon remember that the Greeks said the god Hermes, the interpreter who leads souls between the worlds, was the patron of thieves and of merchants. At every border between programs and systems, something may be lost—your time, your formatting, and mostly your patience. But there is opportunity as well, to do a little business at these borders.

Take My File, Please!

Early this year, my editor and I spent a harried couple of days dealing with translation problems. A file which I was sending her was arriving in garbled form. There were four systems involved, and therefore three conversions: from a Mac laptop, to my Windows system, to The WELL's UNIX system, to *MicroTimes*' Macintosh layout software.

Each piece of software worked pretty well. The problem turned out to be in none of the systems. The problem was in the conversions. And in many ways, my problems were typical of the kind of disasters that can confront any small contractor.

If you are running a small business with no extra time, each of these conversion bottlenecks can result in real problems. I had allotted a certain amount of time to finish that column. Other projects got delayed. I was annoyed and inconvenienced, but I was stuck—I had to solve the problem.

The first stage in this unwelcome detective work was to talk some more to the receiver. The editor gave me a description that I could understand but not explain: odd carriage returns at inappropriate places. The next stage was to look at the original files. Everything seemed fine. The third stage was to talk with an anonymous but excellent tech at The WELL. He discovered part of the problem: A stray control character, scattered through the document.

I thought I had found the trouble. But when I reopened the document in Microsoft Word for Windows, I could see no such control characters.

The story goes on, but here is the punchline. I had written a first draft on my Mac laptop, and edited the document later in Windows. The program I was using on the Macintosh laptop used only a carriage return (ASCII 13, or Control-M) to mark a hard return. My Windows system wanted a carriage return (ASCII 13) plus a line feed (ASCII 10). Word for Windows was ignoring the lonely Control-M's, and did not display them on the screen for me to catch while I did my multiple re-edits in Windows. They were still in the text, though; and when the document returned to a Macintosh environment the Control-M's were causing bogus carriage returns.

If your eyes are crossed at this point, Hermes the Trickster has cast his spell over you. But my mini-disaster is a good model for the griefs of translation.

Translating A Document Means Trouble

There is no way to guarantee that what you have created will get to another person in the form you created it. Even successful translations mean that the output is different from the input. Colors may be lost or modified in a graphics file. The recipient system may not have a font you used, and will substitute a generic font.

If it is any comfort, the problem reaches beyond the computer world. Linguists tell me that it is almost impossible to translate the English word "fun" into other languages. Anyone trying to explain America's culture of "fun" has to resort to awkward explanatory restatements. "*Well*, it is sort of an amusement that gives pleasure and is

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not necessarily (but may be) humorous..." and so on. Every translation is a paraphrase.

The same problems arise in translating from one computer file-format to another. Some databases, such as the old Paradox 3.5 file format, had only short text fields. dBASE files have had memo fields for much longer text. If one wishes to convert from a dBASE file to an old-style Paradox file, what becomes of the long memos? Something is lost.

Coping With Translations

Years of frustration and success have led me to some Rules of Thumb:

•*Leave Time to Translate.* You must assume that any translation of any document is a possibly profound bother. This means that you cannot allot all your time and resources to document creation. If you need to convert what you have created, time and effort must be allowed for the translation.

"Transmission" is a kind of translation, so allow for trouble if you have to fax or email your work.

If you have no trouble, you gain back the time you have allotted to the possible problem. If there is a problem, you have the wherewithal to deal with it.

•*Converting Systems Means Big Trouble.* If the translation of a document is a problem, changing systems is a nest of grief.

As a reviewer, I change systems frequently. I can tell you that it is never easy. Some old features are lost—I have never found a Windows outliner as responsive as the old DOS outliner GrandView, from Symantec. Habits you have learned become outmoded. If you're a WordPerfect user who's migrated to Word for Windows, you know how many times you've reached for the function keys before recalling that now you must use menus. Some programs (Word for Windows among them) even provide transition macros to allow you to keep your old habits for a while—but you must eventually learn new ways.

Every time you change systems, whether just a software package or a complete operating system, all your documents from the old environment may need translating. This means that in addition to learning the new system and unlearning the old, you must convert all the work you have done into new formats.

It is often worthwhile to change software. It is just not a trivial job. Be prepared: allow time, and lay in some aspirin.

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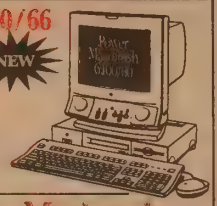

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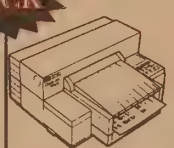

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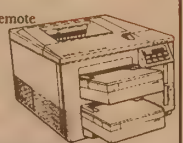

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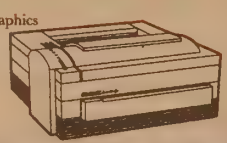

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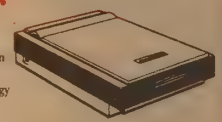

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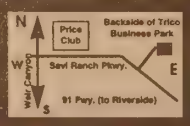

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Small Office, Home Office *continued...*

There are even calculations for all this. If you add new software to a system with *n* components, the number of new translations you may face is 2 times *n*. That is, if there are five components, you may have ten new translations to face if you add a single new piece of software. That's in addition to all the other translations you are already dealing with. The total number of translations you may confront in a system with *x* different packages is—ready for this?—*x* squared minus *x*. Yes. If you have six packages, you can have six squared minus six, which is (36 – 6) or thirty different translations to face.

This can make you think twice about adding new software to a system.

•*The System Is Your System, Plus Their System, Plus Everyone in Between.* It was not just my software that was involved. It was mine, the client's, and the service that connected us. If someone else changes systems, suddenly *you* can have problems.

•*Nobody's Help Department Is Responsible for Translation Problems.* I once designed a complex system to read incoming faxes aloud. It used a modem, a fax package, a voice synthesis device, and a programming language.

When I started having problems receiving the faxes, neither the modem company nor the fax-software manufacturer would take responsibility. It was not that they were ducking, exactly. They just felt that whatever the problem was, it must have been caused by the other manufacturer's product.

Because they knew I was a writer, both companies put extra effort into the job. One of them finally found a solution—an obscure option in their own program was at fault. But would the average user have gotten this much attention? This leads to the unfortunate fact that...

•*If No One Else Is Responsible for Translation Problems, You Are.* You are responsible when a client can't figure out how to open a package you've sent. As far as they are concerned, it is not delivered until it is usable for them. They do not want to hear "Some assembly required." They want to be able to use it right away.

This means that you need to be proactive about translation problems. You will end up dealing with them one way or another. Taking the initiative is the best approach.

The Hermetic Table:

If "x" is the number of software packages you use, *plus* the number your transmission service uses, *plus* the number your client uses, this is the number of translations possibly necessary:

Packages	Translations
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2	2
3	6
4	12
5	20
10	90
15	210
20	380

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Small Office, Home Office *continued...*

•*Translation Problems Arise at the Worst Possible Time.* This is more than Murphy's Law. It comes from a number of complex factors in post-modern life: just-in-time inventories, downsizing, rising demand for productivity, and quality with diminishing resources. They all boil down to one exhilarating or debilitating fact: There is no time for anything extra. We fill our lives to the very edges with busy-ness, so every problem is a crisis.

In practice, I always ask recipients of any work I've done to open it up immediately and make sure it has survived the transfer. If I do not ask them to do this, they will probably not look at the file until they actually need it. At that point, any problem will be a big problem. If there has been a mistranslation , I want as much time as possible to work on it.

•*What Is Standard Translates More Easily Than What Is Idiosyncratic.* Every database has a translator for dBASE IV. Word processors can still translate Wordstar 3. These packages became standards. There are problems with translations into and out of these formats, but most of the issues have been met and solved long ago.

•*Simple Translates More Easily Than Complex.* Even more reliable are the plain-vanilla formats. I transfer most of my articles as .txt files, because I have discovered that anything more complex is likely to get garbled by somebody's translator. What is lost in formatting is made up for in reliability.

•*Integrated Solutions Mean (Sometimes) No Translating at All.* This is why people like truly integrated packages. Claris Works (reviewed here last month) embeds applications within each other—you don't need to translate spreadsheet cells for the word processor, you just put a tiny spreadsheet into the text.

If an office standardizes on a single integrated package, there may be almost no internal translation problems. You still have to face conversion issues with clients and sources.

•*Blessed Are the Hermeneuts.* Some people spend their lives dealing with translations. They are "hermeneuts," named after the same Greek God Hermes. Unlike other kinds of Newts, they bring great kindness.

The anonymous technician on the support line at The WELL saved me when I was trying to upload the refractory column. If you are not yourself a hermeneut, cultivate those who are. Praise them in public; buy them pizza. They deserve it, and you need them.

God Of Thieves, God Of Merchants

Translation problems can steal your time and your money. They can also *make* money for you. Instead of praising and feeding hermeneuts, you can become one.

If trouble-shooting appeals to you, there are people who will pay you to handle data-translations for them. There are even more who will pay you to be a consultant when their own attempts go awry.

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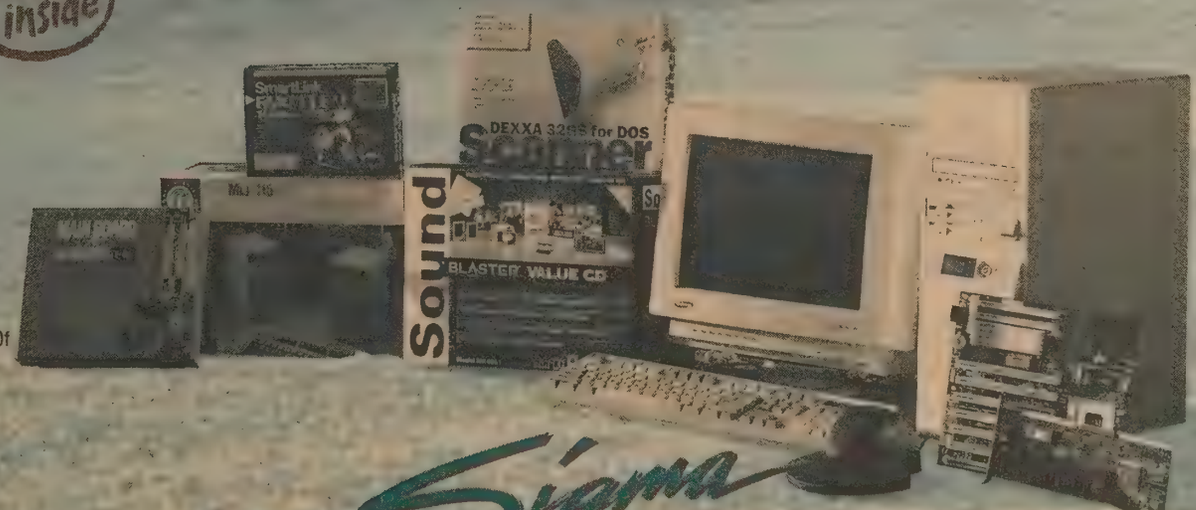

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I often use Stacey's Books in San Francisco. It is one of the best technical bookstores in the Bay Area. They also offer book help through America Online. Debbie, who was presiding in the computer department the day I came in, is currently recommending James Murray and William vanRyper's *Encyclopedia of Graphics Formats* and Tom Swan, *Inside Windows File Formats.* She found these books in the voluminous collection of computer books the store has on hand.

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Enter # Of Requested Forms ① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨

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STEP ONE: PICK A SYSTEM.

○ PC COMPATIBLE ○ MACINTOSH
○ PC NAME BRAND ○ Network WORKSTATION
○ PC NOTEBOOK ○ Network FILESERVER
○ MACINTOSH NOTEBOOK

PICK YOUR PREFERENCES
○ Name Brand
○ Compatibles
○ No Preference

Step 1: Enter PC System Brand Name & Model #, If Preference

Step 1: Enter NoteBook Brand Name & Model #, If Preference

Quantity / Choices ① ② ③ ④ ⑤ ⑥ ⑦ ⑧ ⑨ 10 or More ○

My Budget For System Is ○ Under $1000 ○ $1000 to $1999 ○ $2000 to $2999 ○ $3000 to $3999 ○ $4000 to $4999 ○ Over $5000

Call Me For A More Detailed Quote. ○ Quote Me For Selected Upgrade/Peripherals Choices Only. ○

STEP TWO: CONFIGURATION REQUESTS:

CPU ○ PENTIUM ○ 486 ○ 386 ○ MAC QUADRA/PERFORMA ○ MACPOWER PC

CPU MHz SPEED:
○ DX4 ○ DX2 ○ DX ○ SX ○ SLC ○ Quadra ○ PowerPC
○ 100 ○ 90 ○ 80 ○ 75 ○ 66 ○ 60 ○ 50 ○ 40 ○ 33 ○ 25

BUS TYPE ○ PCI ○ VLB ○ EISA ○ ISA

CACHE ○ 64K ○ 128K ○ 256K ○ 512K

RAM: ○ 1MB ○ 2MB ○ 4MB ○ 8MB ○ 16MB ○ 32MB ○ 64MB ○ 128MB

HARD DISK DRIVE: ○ 100MB+ ○ 300MB+ ○ 500MB+ ○ 1GB+ ○ 4GB+
○ IDE ○ SCSI ○ 200MB+ ○ 400MB+ ○ 700MB+ ○ 2GB+ ○ 8GB+

MONITOR: ○ SVGA ○ VGA ○ MONO ○ 26 DPI
○ 14" ○ 15" ○ 17" ○ Non Interlace ○ 28 DPI
○ 20" ○ 21" ○ Multisync

FLOPPY DRIVE: ○ 1.44MB and/or ○ 1.2MB

FAX MODEM: ○ Internal ○ External ○ 9600bps ○ 14400bps ○ 28800bps

CASE TYPE: ○ Mid Tower ○ Desktop ○ Full Tower

VIDEO CARD RAM ○ 512KB ○ 1MB ○ 2MB ○ 3MB ○ 4MB

POINTING INPUT DEVICES: ○ Any Mouse ○ MS Mouse ○ Keyboard ○ Serial ○ Bus ○ PS2 ○ Trackball ○ Joystick ○ Ball Point ○ Pen

OPERATING SOFTWARES NEEDED: ○ DOS ○ OS2 ○ Mac ○ UNIX ○ MS Windows

STEP THREE: MULTIMEDIA UPGRADE

○ Please Add To Step 1 & 2 Quotation ○ Please Quote Me Separately

CD ROM DRIVE: ○ Internal ○ IDE ○ SCSI ○ External

CD ROM TITLES INCLUDED: ○ 1-5 ○ 5-10 ○ 11+

SPEED ○ 2X ○ 3X ○ 4X

○ BRAND NAME ○ No Brand Name Preference

CD ROM Brand Name and Model Number

SOUND CARD ○ 16Bit ○ 32Bit

SPEAKERS ○ Less Than 25W ○ 25 to 50W ○ 50 to 75W ○ More Than 75W

STEP FOUR: NOTEBOOK SECTION - Please Note You Must Make Choices In Steps 1 & 2 To Complete Step 4

SCREEN TYPE: ○ Mono ○ Dual Scan Color ○ Active Color

PCMCIA SLOT: ○ Type I ○ Type II ○ Type III ○ Type IV

○ Audio Capable ○ Fax Modem ○ Docking Station ○ Extra Battery

STEP FIVE: NETWORKING NEEDS:

○ Please Contact Me on My Networking Needs Indicated Below
○ Software ○ Hardware ○ Consultation ○ Design ○ Installation ○ Administration ○ MS Workgroups
○ Users 2 to 10 ○ Users 10 to 50 ○ Users Over 50 ○ Lantastic ○ Apple Talk ○ Novell ○ MS NT

STEP SIX: UPGRADES and PERIPHERALS.

○ Ink Jet Printer ○ Tape Backup ○ Accelerator
○ Color Printer ○ Dot Matrix Printer ○ Laser Printer ○ Flat Bed Scanner ○ Digitizer ○ Hand Scanner

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Sound WinNote P90

- Intel® Pentium 90MHz Processor
- 64-Bit, 256KB Cache RAM
- 64-Bit, 8MB RAM (exp to 40MB)
- 340MB / 520 / 810MB Hard Drive
- 10.3" Dual Scan STN Color Display
  9.5" Active Matrix TFT
- 3.5" Built-in Floppy Drive
- Local Bus Video with 1MB Video RAM
- 16-Bit Stereo Audio Sound System:
  Built-in Microphone & Speakers
  External Jacks for Line In & Line Out
- Removable NI-MH Battery
- 16550 Serial, & (EPP/ECP) Parallel Port
- Two Type II / One Type III PCMCIA Slot
- Ergonomic Keyboard with Hand Rest
- TrackBall or TrackPoint Mouse
- Carrying Case & AC Adapter
- Sound Software

DUAL SCAN COLOR

PENTIUM-90 8MB RAM, 340MB HD — **$2575**

PENTIUM-90 8MB RAM, 520MB HD — **$2725**

ACTIVE MATRIX TFT

PENTIUM-90 8MB RAM, 520MB HD — **$3425**

PENTIUM-90 16MB RAM, 810MB HD — **$4095**

- Extra NI-MH Battery $150

Sound WinNote 486

- Intel® DX2 or DX4 Processor
- 8KB or 16K Internal WB Cache RAM
- 4MB / 8MB RAM (exp to 20MB)
- 340MB / 520 / 810MB Hard Drive
- 9.5" Dual Scan STN Color Display
- 3.5" Built-in Floppy Drive
- Local Bus Windows Accelerator
- 12-Bit Enhanced Audio Sound System:
  Built-in Microphone & Speakers
  External Jacks for Line In & Line Out
- Removable NI-MH Battery
- 16550 Serial, & (EPP/ECP) Parallel Port
- Two Type II / One Type III PCMCIA Slot
- Ergonomic Keyboard with Hand Rest
- Trackball Mouse
- Carrying Case & AC Adapter
- Sound Software

DUAL SCAN COLOR

486DX2-66 4MB RAM, 340MB HD — **$1725**

486DX4-100 4MB RAM, 340MB HD — **$1845**

486DX4-100 8MB RAM, 340MB HD — **$2045**

ACTIVE MATRIX TFT

486DX4-100 8MB RAM, 520MB HD — **$2875**

- 14.4 PCMCIA FaxModem $160
- Extra NI-MH Battery $120

PCI Lightning 4x

- Ultra-Fast **256K Cache**; Up to 512K
- **8MB** RAM & Expandable to 128MB
- **850MB** PCI **Enhanced IDE** Drive
- PCI Local Bus **Enhanced IDE** HDD Controller
- Quad Speed (4X) CD-ROM Drive
- 3.5" 1.44MB Floppy Drive
- 64-Bit PCI **Diamond Stealth 64 (2MB)** Accelerator
  (The best accelerator for both DOS & Windows)
- **15" Flat Screen 1280x1024 Digital Monitor**
  (30% larger edge to edge display)
- 2 Serial, 1 Parallel & 1 Game Ports
- Enhanced 101-key Keyboard
- Hi-Resolution 400 DPI Serial Mouse

486DX4-75	**$1645**
PENTIUM-75	**$1845**
PENTIUM-90	**$1945**
PENTIUM-100	**$2095**

- Multimedia Now: 16 Stereo Card & Spkrs Add $95
- **Larger 1.26GB IDE Drive Add $150**
- 14400 Baud FaxModem with Voice Mail Add $80

PCI Best Buy

- Ultra-Fast **256K Cache**; Up to 512K
- **8MB** RAM & Expandable to 128MB
- **540MB** PCI **EIDE** Drive (**850MB** add $70)
- PCI Local Bus **Enhanced IDE** HDD Controller
- 3.5" 1.44MB Floppy Drive
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- Diamond **InControl**™ Virtual Screen Software
- **15" Flat Screen 1024x768 MPR-II Monitor**
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- 2 Serial, 1 Parallel & 1 Game Ports
- Enhanced 101-key Keyboard
- Hi-Resolution 400 DPI Serial Mouse

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486DX4-75	**$1375**
PENTIUM-75	**$1575**
PENTIUM-90	**$1675**

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- **4MB RAM, 270MB Drive & 14" SVGA Save $200**
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- PCI **Fast & Wide SCSI** HDD Controller
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- 3.5" 1.44MB Floppy Drive
- 64-Bit PCI **Diamond Stealth 64 (2MB)** Accelerator
  (The best accelerator for both DOS & Windows)
- Diamond **InControl**™ Virtual Screen Software
- **15" Flat Screen 1280x1024 Digital Monitor**
- 2 Serial, 1 Parallel & 1 Game Ports
- Enhanced 101-key Keyboard
- Hi-Resolution 400 DPI Serial Mouse

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PENTIUM-90	**$2945**	
PENTIUM-90	**$4095**	PCI & ISA Dual CPU
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- 850MB / 4.0GB Tape Backup Add $320 / $620

PCI Home MPC 4x

- 16-Bit Stereo Sound Card & 2 Speakers
- **8MB** RAM & **256K** Cache
- **850MB** PCI **EIDE** Hard Drive (**1.26GB** Add $150)
- 3.5" 1.44MB Floppy Drive
- Quad Speed (4X) CD-ROM Drive
- 64-Bit PCI **Diamond Stealth 64 (1MB)** Accelerator
  (The best accelerator for both DOS & Windows)
- Diamond **InControl**™ Virtual Screen Software
- **15" Flat Screen 1280x1024 Digital Monitor**
- 2 Serial, 1 Parallel & 1 Game Ports
- Enhanced 101-key Keyboard & Serial Mouse
- **14400 Baud FaxModem with Voice Mail**
- Super Hot **22 Titles CD Bundle** with 15 Games

486DX4-75	**$1775**
PENTIUM-75	**$1975**
PENTIUM-90	**$2075**
PENTIUM-100	**$2225**

- Even Better Sound: DSP WaveTable Sound Add $7
- 17" Flat Screen 1280x1024 Monitor Add $320
- RealMagic MPEG (2MB) Playback Viceo Add $360

IT'S A SMALL PAY FOR PRICE TO

intel inside
pentium PROCESSOR

MultiMedia Dream Machine 4x

- 16-Bit Stereo Sound Card & 2 Speakers
- Quad Speed (4X) CD-ROM Drive
- 16MB RAM & 256K L2 Cache
- 850MB PCI EIDE Drive & 1.44MB Floppy
- 64-Bit PCI Diamond Stealth 64 (2MB)
- 15" Flat Screen 1280 Digital Monitor
- 101 Keyboard & Hi-res Mouse
- MS Works, Money, Encarta '95 or 22 Titles
- 14400 FaxModem with Voice Mail

PENTIUM 90

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PENTIUM 100 $2475

4X CD-ROM MULTIMEDIA.

MultiMedia Best Buy

- 16-Bit Stereo Sound Card & 2 Speakers
- **8MB** RAM & **256K** Cache
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- 3.5" 1.44MB Floppy Drive
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- 64-Bit PCI **Diamond Stealth 64 (1MB)** Accelerator (The best accelerator for both DOS & Windows)
- Diamond **InControl**™ Virtual Screen Software
- **15" Flat Screen 1280x1024 Digital Monitor**
- 2 Serial, 1 Parallel & 1 Game Ports
- Enhanced 101-key Keyboard
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- Super Hot **22 Titles CD Bundle** with 15 Games

PENTIUM-90 $1975

PENTIUM-100 $2125

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- 17" Flat Screen 1280x1024 Monitor Add $320
- **Even Better Sound: DSP WaveTable** Sound $70

MultiMedia MPEG Studio

- **Orchid GameWave DSP WaveTable Sound Card**
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- **16MB** RAM & **256K** Cache
- **850MB** PCI **Enhanced IDE** Hard Drive
- Quad Speed (4X) CD-ROM Drive
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- 2 Serial, 1 Parallel & 1 Game Ports
- Enhanced 101-key Keyboard & Hi-Res Mouse
- **MPEG Bundle:** Compton Encyclopedia 95
- **Interactive MPEG Game** Dragon's Lair, Flash Part 1

486DX4-75 $2295
PENTIUM-75 $2475
PENTIUM-90 $2575
PENTIUM-100 $2725

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- 17" Flat Screen 1280x1024 Monitor Add $320
- 420MB / 850MB Tape Backup Add $185 / $320

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DOS applications EXCELLENT
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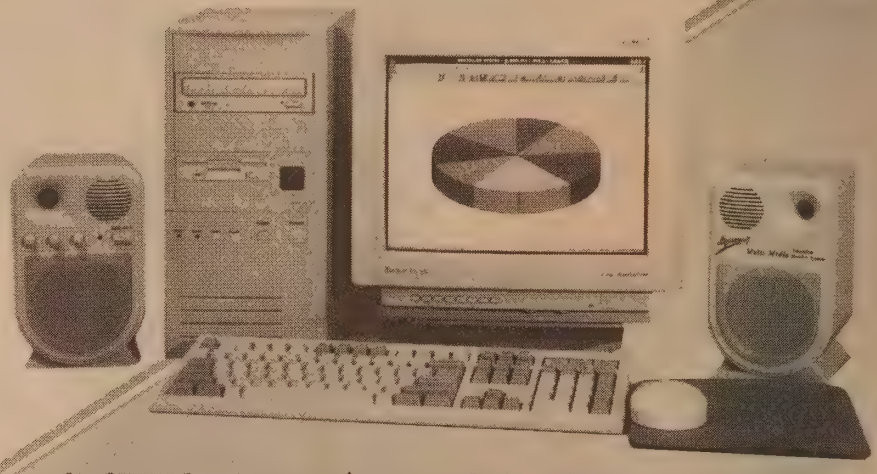

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- Sound Blaster 16 Stereo Sound
- 2x Dual Spin CD ROM Drive
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- MS Encarta, MS Money, MS Works, MS Entertainment Pack

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intel inside

- 486-DX/4 100 CPU
- 250 Meg Removable Hard Drive
- VLB Video Display
- 8 MB RAM
- 3.5" 1.44 Floppy Drive
- Built-In 16-Bit Sound Blaster Compatible Sound System
- External Keyboard, Mouse, Monitor Connector
- Microphone, Speaker Built-In
- 1 Year Parts & Labor Warranty

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C16MB	16MB MEMORY EXPANSION CARD	$
CNIMH	16MB MEMORY EXPANSION CARD	$
CACDC	AC ADAPTER	$
CDOCK	DOCKING STATION	$
CCARAD	CIGARETTE ADAPTER	$

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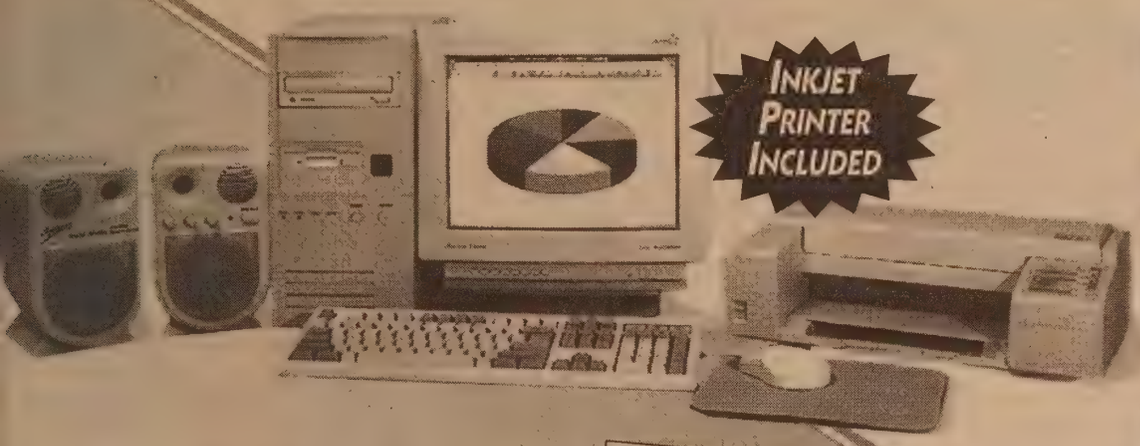

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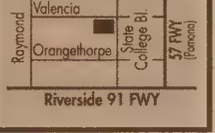

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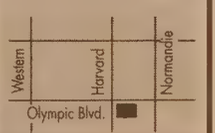

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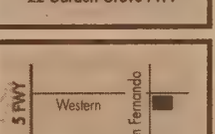

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- 32 Bit Local Bus VGA (1MB w/ Windows Accelerator) & IDE HDD
- 2X PCMCIA Slot
- 9.5" or 10.4" Active TFT Color
- 10.3" Dual Scan Color
- 19mm Trackball
- NiMH Rechargable Battery

8MB/ 340MB	10.3" DUAL SCAN	9.5" ACTIVE
	CASH	CASH
P5-75	$2275	$2805
P5-90	$2485	$3015

SAGER NP 9500 ProStar NP 9400

486-100

SL ENHANCED

w/16 Bit Sound Card & 2X CD ROM Built-in

NEW MODEL NOW IN STOCK!

- Intel SL Enhanced 486DX-33, 2-66, 4-100
- 8KB Internal & 256KB (up to 1MB) Secondary Cache
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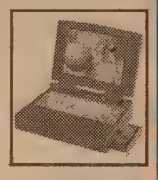
- Game Port
- Removable HDD (340, 520, 810)
- 32 Bit Local Bus VGA (1MB w/ Windows Accelerator) & IDE HDD
- 2X PCMCIA Slot (Option 2nd PCMCIA Slot X2)
- 9.5" & 10.4" Active TFT Color
- 10.3" Dual Scan Color
- Trackpoint Built-in
- NiMH Rechargeable Battery

10.4" Active Color Available Soon!



4MB/ 340MB	10.3" DUAL SCAN	9.5" ACTIVE
	CASH	CASH
486SX-33	$2125	$2655
486DX2-66	$2215	$2745
486DX4-100	$2315	$2855

ProStar NP 9200

486-100

w/Sound Card & Type IV PCMCIA Slot Built-in

BEST SELLING MODEL

- Intel 486SX-33, DX-33, DX2-66, DX4-100 CPU
- 8K Internal & 128K Secondary Cache
- 4MB RAM Exp. to 36MB
- 1X Serial & 1X Printer Port
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- 32 Bit Local Bus VGA 1MB w/Windows Accelerator
- 2X PCMCIA Slot
- 9.5" Active TFT Color
- 10.3" Dual Scan Color
- 25mm Trackball
- NiMH Rechargeable Battery

4MB/ 340MB	MONO	DUAL SCAN	9.5" ACTIVE
	CASH	CASH	CASH
486SX-33	$1365	$1750	$2315
486DX2-66	$1455	$1840	$2405
486DX4-100	$1540	$1925	$2490

ProStar NP 8200

486SX-33

Full Size Notebook Feature w/Sub-Note Price

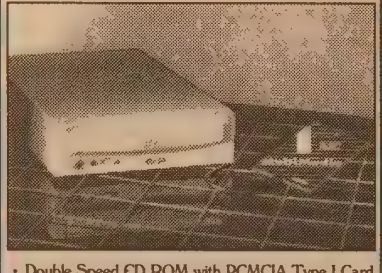
BEGINNER VALUE NOTEBOOK!

- Intel CPU Upgradeable up to DX2-66
- 4MB RAM Exp. up to 20MB
- 128KB Secondary Cache
- 250MB HDD, Optional 340MB, 520MB
- 3.5" 1.44MB Floppy Drive
- 9.5" 640 x 480 64 Gray Scale Mono LCD Display
- 512K VGA RAM
- Simultaneous LCD & CRT Display
- PCMCIA Type III Slot, 1 Serial, 1 Parallel
- Built-in 16mm Trackball
- NiCD Rechargeable Battery w/Charger

4MB/ 250MB	9.5" MONO	9.5" ACTIVE
486SX-33	$1095	$1985
486DX2-66	$1180	$2070

EXP CD940

The Best Partner Your Notebook Could Have



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ACC 486/66 FAMILY TOWER

- IBM 80486 DX2-66 CPU
- 4MB RAM
- 420MB Hard Drive
- 3.5" 1.44MB Floppy Drive
- Mini Tower Case 200 Watt Power Supply
- 32 Bit VL BUS IDE
- 2 Serial, 1 Parallel, 1 Game Port
- VL BUS SVGA 1MB, Expandable to 2MB
- 101 Key Enhanced Keyboard
- Microsoft Compatible 3-button Mouse w/Pad
- Monitor, .28mm NI 1024 x 768
- Acer IDE Double Speed CD ROM Drive*
- Creative Lab Sound Blaster 16*
- Speaker Set w/AC Adapter*
- CD Win-Win Pack*
- Option 256K Cache $35

SYSTEM PRICE .....CASH $818

*** With Multimedia Kit....CASH..... $1050**

ACC 486/66 ACTION TOWER

- Intel 80486 DX2-66 CPU
- 4MB RAM, 1 x 32 72 Pin Module on Board
- 3.5" 420MB Hard Drive
- 3.5" 1.44MB Floppy Drive
- Mini Tower Case w/230 Watt Power Supply
- VL BUS IDE Mode 3 Controller
- VL BUS SVGA Card with 1MB Expandable to 2MB
- Acer Mini Foot Print 101 Key Enhanced Keyboard
- Microsoft Compatible 3-button Mouse w/Pad
- Monitor, .28mm NI 1024 x 768
- Acer IDE 2X Double Speed CD ROM Drive*
- Creative Lab Sound Blaster 16*
- Stereo Speakers w/AC Adapter
- Microsoft Home CD Pack

SYSTEM PRICE .....CASH $899

*** With Multimedia Kit....CASH..... $1131**

ACC Pentium 90MHz ACTION TOWER

- Intel Pentium 90MHz
- Intel PCI Motherboard
- 8MB RAM
- 3.5" 540MB IDE Hard Drive
- 3.5" 1.44MB Floppy Drive
- Full Tower Case 250 Watt Power Supply
- PCI IDE Controller Built-in
- 2 Serial 16550 UART Hi-Speed, 1 Parallel Port
- Western Digital Bali 32 PCI SVGA Card
- Focus 2100
- Microsoft Serial-2 Mouse w/Pad
- MAG DX15F 15" SVGA
- TEAC CD-55A 4X Speed CD ROM Drive*
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US Robotic Fax/Modem 14.4/14.4 Ex	120
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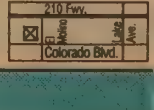

NETWORKING • BY PETER JOHN HARRISON

Managing Small Office Networks

Artisoft's LANtastic Utility Pack Provides A Collection Of Networking Tools That Address The Needs Of A Growing LAN Environment

Most of my consulting work and many of my LAN columns deal with tools and utilities designed to work in Novell NetWare networking environments, but I don't use NetWare for my home office LAN. Instead I use a peer-to-peer system from Artisoft.

Peer-to-peer network solutions, like Artisoft LANtastic and Microsoft Windows for Workgroups, have long been a popular alternative to more expensive, dedicated server systems (like Novell NetWare). In small- and medium-sized networking environments peer solutions tend to be easier to set up and maintain, and I find that they work particularly well in environments where users take their laptops on the road. Unfortunately, like all LANs, peer-to-peer solutions can get out of control unless you keep track of them and manage them properly; but what tools are available to help the peer-to-peer network administrator manage the system and help his users work better?

LANtastic comes with several of the support tools you have to add on to the better-known Novell NetWare systems. LANtastic 6.0, for example, provides a utility that lets you take over a remote LAN user's terminal, allowing LAN administrators to walk users through a program they're not familiar with without walking (or driving) over to the user's location. LANtastic also comes with a mail program that lets you send both text and voice messages to other users on the LAN.

Network administrators and the users they support often need more than the basic tools that come with LANtastic, and their needs tend to grow along with the organization. Growing networks need tools that help track the configuration and location of each piece of equipment and installed software program, and a way to keep all the workstations connected to the LAN backed up.

Tools For A Growing LAN

To address these and other needs Artisoft has assembled a $349 collection of four networking tools that address the needs of a growing LAN environment. Artisoft's LANtastic Utility Pack comes with a tape backup and storage management utility, a network management program that tracks network resources, a modem-sharing utility that gives LAN users shared access to modems attached to other workstations on the network, and a remote-access program that allows off-site users to dial in and access the LAN.

> **LANtastic comes with several of the support tools you have to add on to the better-known Novell NetWare systems.**

The first program in this suite is one I can put to work right away. No one likes to do backups. They're dull. They're boring. They're absolutely critical to the smooth functioning of a computing environment. I do my system backups regularly, making a full backup every two weeks or so and doing incremental backups every day or two. Although keeping those backups up to date saved me a great deal of trouble last week when a program I was testing trashed my Windows configuration, it was still troublesome to restore the files. Because my tape backup software wasn't designed to track which files have been backed up where, I had to search through several backups to locate all my old Windows files.

ArtiSave is better than my old tape backup utility. Not only does it keep a complete log on what's been backed up to each tape and backup session, it allows me to import the directory information from my existing tapes into the system. Had I been using ArtiSave when I crashed my system last week, I could have asked ArtiSave to restore my system file structure to the way it was just prior to the crash, then sat back while ArtiSave asked me for the tapes needed to restore my files.

ArtiSave also has a storage management feature that helps Network Administrators locate old, unused data files and move them to tape. This is a feature that's sure to come in handy! I'm always forgetting about files I don't need anymore, leaving them on disk where they take up storage space. With ArtiSave I'm looking forward to identifying that old data and packing it onto tape.

As an extra goodie, ArtiSave will work with my existing 250MB "Jumbo" tape drive from Colorado Memory Systems and many other QIC-80 and DAT tape drives. If you're not connected to a LAN, you can also use it as a stand-alone backup solution.

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Reducing fifteen individual modems down to a shared pool of five can easily save $2400 over the course of a year.

Maintaining a LAN is more than just keeping everything backed up. Network administrators also have to keep track of the equipment and software installed on the LAN and make sure network resources are online and don't get overloaded. LANtastic Management Services helps administrators keep ahead of the game, by monitoring the network and letting you know when new equipment is installed, and whether it's online or offline. LANtastic Management services can also be configured to warn you when a resource reaches preset usage levels, so you can work proactively to prevent network overloads that would impede the timely servicing of file or print requests.

The LANtastic Utility Pack comes with the "Basic" version of the LANtastic Management Services software, which does all the things I just mentioned. For an extra $399 you can upgrade to the "Advanced" version, which adds other useful management tools, like software license tracking and the option to have the software call your pager you when LAN components go offline or loads exceed preset levels.

Artisoft also includes its modem-sharing utility in the Utility Pack. At first you might think that a modem-sharing program is overkill when quality, high-speed 14.4Kbps modems can be had in the low $100 range, but the cost of maintaining a modem is more than just its purchase price. You also have to consider the cost of the phone lines connected to the modems. If a business can create a shared pool of modems, they can reduce the number of phone lines they pay for. At $20 per phone line per month, those savings add up quickly; reducing fifteen individual modems down to a shared pool of five can easily save $2400 over the course of a year.

The last tool in the LANtastic Utility Pack is Microcom's Carbon Copy remote-access software. Carbon copy lets users dial in to their LAN workstation and operate their computer remotely, taking over the functions of their office PC's keyboard and monitor. Carbon Copy is the perfect tool to round out the Utility Pack because it gives end-users more freedom to telecommute from home or keep on top of their email while they're on the road.

I like the LANtastic Utility Pack. It combines into a single package many important, even vital networking tools, all at a fraction of what it would cost if you were buying the same functions for a Novell networking environment. ■

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RESOURCES:

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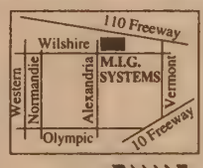

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TELECOMMUTING • BY ROBERT MOSKOWITZ

Telecommuting Conference Points The Way To The Future

Global Village Conference, Vienna, February 1995

On February 6–10, 1995, an extremely exciting and important world conference on telecommuting and its implications took place in and around Vienna, Austria. The second such conference sponsored by the Globally Integrated Village Environment project, this one was far larger than the first, and brought together network planners, city planners, Internet practitioners, corporate executives, and political leaders in a two-tiered conversation that consisted of public presentations augmented by private negotiations and project planning.

Before and after the conference, experts and political leaders got together to discuss the possibilities for establishing new mental models for living and working in Vienna's rapidly expanded northern districts, as well as in smaller towns elsewhere in Austria and the world.

Based on my own experiences at the conference, and my conversations with conference organizer Franz Nahrada, here's a brief explanation and summary of what happened during this exciting week:

What do the data superhighway, the worldwide environmental sustainability movement, and the call for a new community and entrepreneurial spirit have in common? They reflect a social change unprecedented in history, a situation where the power of technology—now expressed as emerging global networks—need not be used to draw borders, consume resources, or create islands of wealth and seas of poverty. Instead, this new technology can become a beneficial force that empowers individuals and whole communities to better manage their lives.

Nahrada and his team designed the "Global Village" Conference as a meeting place for an international community that can support and implement this vision—not as an idealistic Sunday-morning dream, but as a host of very concrete opportunities and action possibilities for politicians, businesses, and individuals to pursue.

One theme that emerged from the conference: When jobs are lost in the Western nations to ongoing automation and newly emerging data processing industries in the third world, millions of people in Europe and the USA will be in need of tools, information, and new mental models for how to take their lives into their own hands. If we are to avoid massive social unrest, we must find ways to create entrepreneurial spirit, build community economies, expand work opportunities, make more efficient use of ecological resources, and so forth. Government can almost certainly use the power of these new global electronic networks to monitor and fine-tune the consequences of the tendencies toward economic and social globalization.

Another emergent theme: There is a large business opportunity in this process, too. Corporations can prosper by delivering information and tools that, instead of expanding the old consumer pattern into virtual reality, smart drugs, and more readily available entertainment, make people awaken to the endless possibilities of nurturing their local environment through teamwork and cooperation.

There is a market need for "prosumer" industries that deliver new paradigm products such as increased self-reliance, an "empowered" home, automated energy and food production, and a strong alternative to today's outdated, overly expensive health care system. Tofflers' "Third Wave" is still on the horizon, and some of those who have been heralding it for ten years or more have inadvertently fallen back into old and obsolete patterns. But now is the time for a new and much more powerful rededication to this view of the world.

The conference also made clear how individuals and their communities will be the primary force that makes this change happen. Individuals and small communities will be among the first to discover the many ways to use global networks for taking charge of their lives—through access to better information and resources, through telecommuting as a way to reduce wasted time and energy, and through greater connectivity that eliminates a great measure of today's isolation and ignorance. It is more important than ever for individuals to learn from each other, take each other as examples, and understand that we can

Individuals and small communities will be among the first to discover the many ways to use global networks in order to take charge of their lives.

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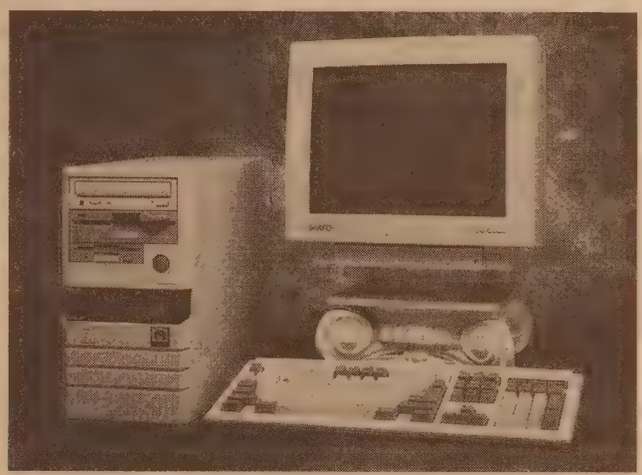

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Telecommuting *continued...*

use today's readily available technology to become and do almost whatever we want, if we choose to take the risk.

That's why the 1995 Global Village Conference was intentionally designed to examine new ways to change the patterns and the structures of today's political, economic, and social systems. Within the conference, organizers literally and metaphorically created an open, supportive space for this to happen.

The presentations and private meetings between representatives of those three systems have already led to various projects and cooperation and, in a broader sense, made headway toward a new definition of strategies for change in each of their fields. There will be more to say about this in coming months.

In the meantime, everyone interested in telecommuting, in using new technologies to create and support new and better lifestyles, can begin to anticipate the future, to consider what they want and what they don't want, and to begin working in their current situations to create new opportunities and discard old mental models and paradigms so as to facilitate the changes they'd like to make.

This conference, like every other conference on the topic, ought to be judged on the basis of how well it does what is most needed: that is, to spread far and wide a better understanding of the technological and social transitions we are presently undergoing.

Many ideas were born during this conference, including some based on exciting new developments we are already seeing in California and elsewhere in the world. Neighborhoods, small towns, and larger cities are developing experimental centers for a new type of self-reliant entrepreneurial and community lifestyle, centers where information to support this lifestyle is accumulated, made readily available, and demonstrated to all those with an interest in it. Plans are underway for larger, better integrated planning and information resource centers.

In the next few years, we may very well see a globally integrated neighborhood in Vienna tied closely together with a similar one in Los Angeles or San Francisco. The synergistic power of a cross-cultural exchange of information, ideas, and solutions to common problems was only hinted at by the 1995 Global Village Conference. When we make it happen on a larger scale, that power will certainly be a force to be reckoned with.

Online Ergonomics

Atelier 4 Architecture (A4A), an electronic assemblage of internationally known design professionals, is currently exploring the potential to help teleworkers by offering an online architectural service.

In order to extend their contacts and reputation within the world of telecommuting, A4A professionals are willing to consult on everything from small details—such as recommending the minimum setting of furniture, office supplies, and hardware necessary for a home

continued on page 62

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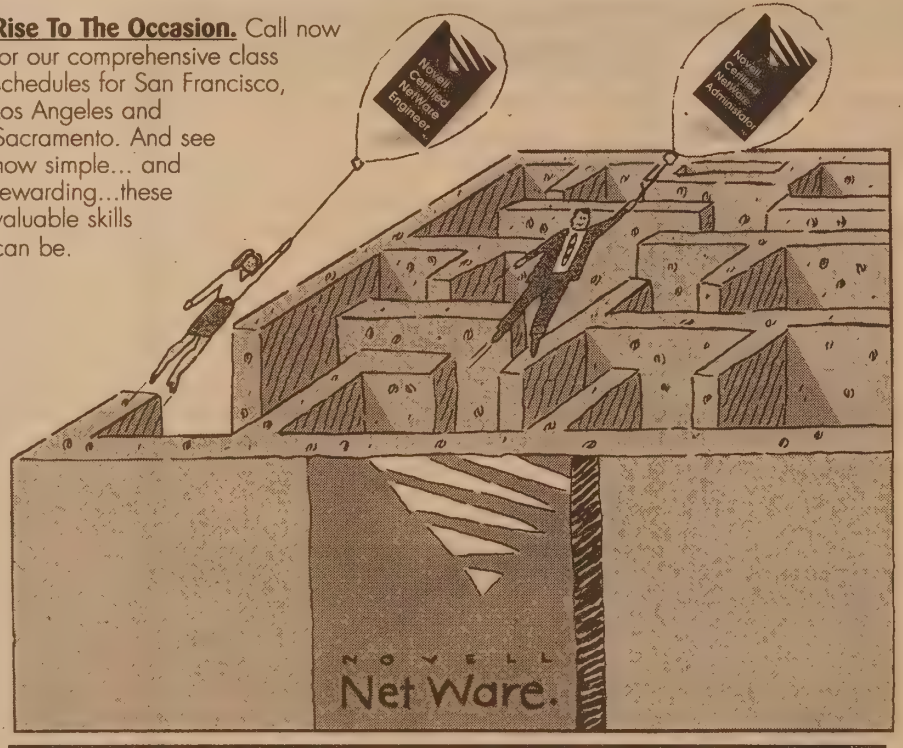

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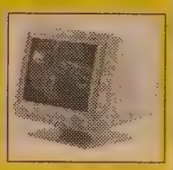

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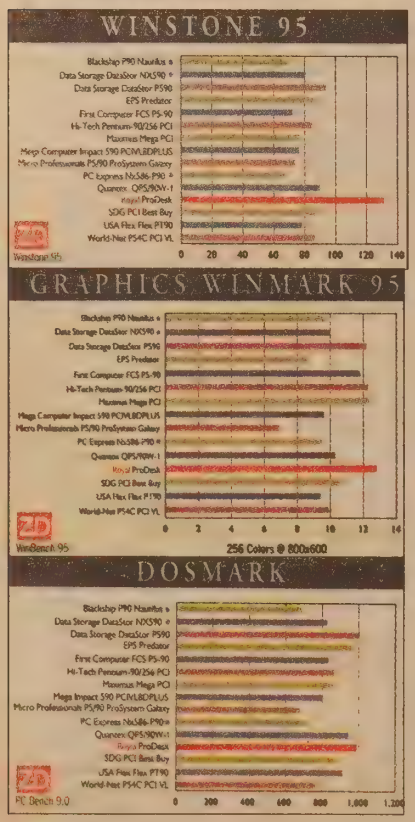

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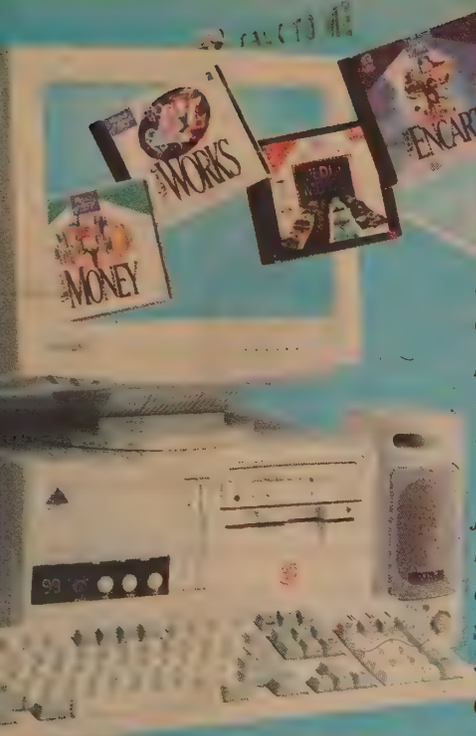

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Telecommuting *continued from page 58*

office—to large projects—such as rendering full architectural services for an addition to a house or the development of an entire office complex. And under a pilot plan, A4A professionals will provide assistance and design services to clients anywhere in the world.

A4A principals Cathrine Veikos and Michel Mossessian are still experimenting with the best ways to deliver their consulting services to telecommuters, and at this point welcome inquiries either by email (at *73122.707@compuserve.com*) or by telephone (at 201/943-7154).

Depending on the scope of the work, the team will deliver its information and services by telecommunications, teleconferencing, fax, and other appropriate technologies.

Professional fees will be reasonable, and based on the scope of the project and the time requirements for the team's design professionals and other staff.

There are also plans to set up a home page on the Internet and produce printed materials that cover the basics of ergonomic and architectural design for telecommuters.

A4A's expanded commitment to telecommuting has already been warmly welcomed by consultants and organizations with large numbers of telecommuters, if only because the firm has been named one of America's hottest design firms by *International Design* magazine, and has won several international prizes for its innovative and effective designs for telecommuting centers, planned telecommunities, and similar projects.

New Wrinkle In Telecommuting

While homes are still the most obvious and numerous location from which telecommuters tend to work, a new trend has taken hold among corporate America—the temporary satellite office.

According to various sources with whom I've talked, more and more companies—from AT&T to Andersen Consulting, and dozens or even hundreds of organizations in between—are renting space in vacant office buildings, executive centers, even motels (to support teams that are routinely shifted from region to region), and converting them into "temporary" satellite telecommuting centers for employees they don't want commuting to the regular office any longer.

Often, the company equips these people with mobile technology—cellular telephones, laptop computers, portable faxes, and so forth—to retain flexibility and to avoid the expense of fitting-out the temporary office with telephone lines and other equipment that would otherwise be necessary.

The result: vastly reduced overhead for the corporate employer, and greater flexibility and free time for the telecommuter.

Andersen Consulting, for example, has recently begun a corporate-wide strategic shift from an emphasis on downtown offices to a greater willingness to put their talent out in the field, nearer their clients and their own homes. The new emphasis on telecommuting fits the

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Conner 540MB IDE (CFS540A)	167
Conner 850MB IDE (CFS850A)	221
Conner 1.2GGB IDE (CFS1275A)	347
Maxtor 420MB IDE (MXT7425AV)	151
Maxtor 540MBIDE (MXT7540AV)	166
Maxtor 850MB IDE (MXT7850AV)	222
Maxtor 1.2GB IDE (MXT71260A)	340
Seagate 560MB IDE (ST3660A)	161
Seagate 850MB IDE (ST5840A)	217
Seagate 1.0GB IDE (ST31220A)	319

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TEAC 1.2	39
TEAC Combo	80

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Cirrus Logic 1MB PCI (2MB)	75
Tseng Labs 1MB PCI (2MB)	82
Eagleview 1MB VLB - video caching (2MB)	134
Diamond Stealth 64 1MB PCI (2MB)	108
Diamond Stealth 64 1MB VLB (2MB)	116
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Diamond Speedstar Pro SE 2MB PCI	132
Diamond Speedstar Pro SE 2MB VLB	132
ATI Graphics Expression 2MB PCI	199
ATI Graphics Expression 2MB VLB	199
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ATI ProTurbo 2MB PCI (4MB)	334
ATI ProTurbo 2MB VLB (4MB)	334

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Viewsonic	Call
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Fujitsu 4720	37
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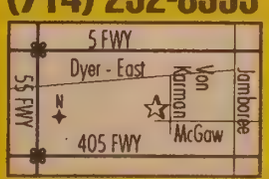

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Telecommuting *continued...*

company's work style, which has long stressed putting professionals out in the field working elbow-to-elbow with clients instead of sitting at their desks answering telephone calls. The shift to telecommuting has meant as much as a 50% savings in office space for the company, and a commensurate savings in time for its people, as well as vastly higher morale and energy levels.

Over the past half-dozen years, AT&T has pursued the same kind of telecommuting strategy so vigorously that today about 10% of its 120,000 or more managers work this way.

The telecommuting strategy makes sense for an increasing number of companies, particularly in view of recent "facilities management" surveys which seem to show that 50–70% of a conventionally organized company's desks and work spaces are empty at any given time during the workday. This amounts to a huge millstone around the profitability of the average organization—a millstone that temporary satellite offices and other telecommuting strategies can at least partially remove.

Naturally, there are cases of individuals or work groups running into minor problems with telecommuting—such as greater feelings of isolation and a tendency for people to burn themselves out by working too many hours. But companies that do their homework normally anticipate these problems, and apply training and coaching techniques to sidestep them almost completely. When the problems do arise, they can be dealt with through specialized programs developed by consultants or experienced telecommuters within the organization.

After a while, say most telecommuters I've spoken with, you begin to realize your office is not defined by where you sit, but by what you carry in your pocket, your briefcase, or your laptop computer. Once you gain this realization, they report, you begin to increase your productivity and maintain your contacts with other people without the negative side-effects that a number of telecommuters report during the early months of their experiences.

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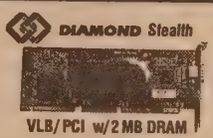

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Telecommuting *continued...*

Online Library

In Oklahoma, Tulsa-based Wiltel is sponsoring a telecommunications library on the Internet. Reportedly, it contains lots of information for those who are interested in such things. Point your browser at: *http://www.wiltel.com/library/library.html*. I'd love to hear from any readers who can tell me what they've learned from this site.

Where Do You Get Your Connectivity?

A recent survey counts more than 6,300,000 current users of online services—nearly 40% more than last year! Although AOL has been spending heavily to get new members, it's difficult to believe they have single-handedly accounted for the big increase.

The survey ranks major "vendors" of online access as follows: CompuServe, America Online, and Prodigy are the big three, with Delphi, GEnie, and eWorld accounting for only a few percentage points of the total.

Many people tell me these figures are heavily inflated, because users routinely sign with more than one service at a time as a way of obtaining maximum connectivity to specialized resources, as well as to their clients, colleagues, and coworkers. Also, users are steadily switching to take advantage of promotional offers and other big discounts for the early months of a "new" account.

Tell me what services you use, and why? Assuming I get a meaningful number of responses, I'll report on the results of this "mini-survey" in the near future.

TAC Conference '95

The Telecommuting Advisory Council is having its annual conference this May 31 through June 2 in Long Beach, CA. As you probably know, TAC is an association of telecommuting consultants, experts, and corporate advocates who work hard to promote telecommuting for greater numbers of employers.

This conference, like last year's, will cover the latest technology, trends, and issues of concern to those interested in telecommuting.

For more information, contact TAC's conference manager at (602)759-7883. ■

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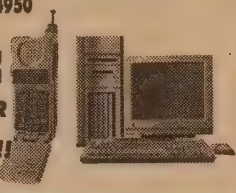

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ACCOUNTING • BY DAVID A. SIMON, CPA, AND JENNIFER R. CHERNISS

Incorporating Online—Will It Save Legal Fees And Taxes?

A Look At The Current Industry Leader Of Do-It-Yourself Online Corporate Services, The Company Corporation

Corporate downsizing and layoffs have sparked a firestorm of new small businesses rising up throughout California—a sort of silver lining around the economic cloud. Pressure from customers and clients, and sometimes hazy assumptions about tax planning, have led many individuals and small entities to seek the legal blessing of incorporation. With legal and accounting costs being what they are, many choose the do-it-yourself path in hopes of saving on professional fees.

Software to help you incorporate has been around for years. Nolo Press, for example, the maker of self-help legal products, offers California Incorporator. A more recent and increasingly popular twist, online incorporation, takes you a step further, letting you file paperless paperwork.

As with home shopping, the speed and convenience of online incorporating is seductive, as is the sensation of power as one kicks off a financial empire with the click of a finger. From the comfort of your mousepad, online services are designed for instant gratification.

But does fill-in-the-blank legal software and service bring you the whole story? Incorporating online can be micro-wise, mega-foolish if it's done without input from a knowledgeable tax or legal advisor.

Superficially, any literate person can incorporate from a desktop, but the realities are far more complex.

How It Works

The current industry leader of do-it-yourself online corporate services is The Company Corporation. Churning out corporations like Big Macs, and as readily accessible, gateways include CompuServe (Go Corp), Prodigy (The Company Corp), and the Internet (*http://incorporate.com/tcc/home.html*).

The online ads have enticing endorsements: "I always thought one needed an attorney to incorporate because it was some complicated, mysterious process. You said it was easy—and it was! It feels great to put the money in my pocket and not in some lawyer's."

To see what all the fun was about, I keyed in "Go Corp" and was beamed to Delaware, planet of interesting corporate law.

The main menu is inarguably well laid out. The entire routine is simple, intuitive, and painless. If you're the sort to run install.exe before ever contemplating the readme file, you'll find no unpleasant surprises here. The service is designed as you'd expect for those of us who hate to subsidize lawyers but can't be bothered to do our homework, either.

The first prompts I came across were straightforward signposts: Why Incorporate, 16 reasons to Incorporate in Delaware. But when it comes to filling in the blanks on the actual form, the user is cajoled to give right responses through intimation and steamroller hints, rather than elaborate help screens or explanations that might be construed as "legal advice."

Or, in case you didn't get the earlier subliminal messages, when it asks "Incorporate in the following state," the hint is, "The vast majority of our clients incorporate in Delaware." With hints like that, who needs professional advice?

Proceed With Caution

For a little heavy-handed balance, I consulted with George Berns, an Oakland attorney specializing in small business and labor law. "Almost all of the reasons for incorporating in Delaware relate to shareholder rights. For the individual or very small business, there are generally no legitimate advantages to be gained from incorporating in any other state. There certainly are minor costs and inconveniences."

Berns continues, "The only reason I can think of for an individual to incorporate in Delaware is to attempt to avoid California's tax laws. If you're doing business here, you cannot legitimately avoid California income taxes by incorporating in another state."

An independent contractor doing business only in California theoretically has the freedom to incorporate anywhere. Practical considerations, however, usually dictate forming the corporation in California.

There are real costs if another state is selected instead: the corporation will need to qualify as a "foreign" corporation in California, will be subject to two state taxing authorities (e.g.,

Accounting *continued...*

Delaware and California), and may be subject to suit in a distant state. A good way to save on legal fees and travel expenses is to not get sued on the other side of the continent.

According to the online service, one of the reasons Delaware is the choice of Corporate America is because "the annual franchise tax on corporations compares favorably with other states (as little as $50/year in most cases)." California corporations, by comparison, are subject to a minimum tax of $800, as well as high income tax rates. And for icing on the cake, The Company Corporation charges substantially lower service fees to users who opt to incorporate in Delaware than to those who choose other states.

Software to help you incorporate has been around for years. A more recent and increasingly popular twist, online incorporation, takes you a step further, letting you file paperless paperwork.

The fact is, corporations doing business in California can't legitimately escape the California franchise tax, which applies equally to foreign and domestic corporations. If your finger is clicking in California, you will be considered to be doing business in the state. And if you've got cheating on your mind, there are tax fraud statutes.

Even if you get away with it for awhile (and I presume there is an epidemic of this), cutting too many corners might make it difficult to obtain professional services later on. CPAs usually require considerable corporate documentation before being retained by a new client. And malpractice insurance carriers lean on practitioners to reject those that don't have their corporate act together.

So here's the scenario. You're an independent software developer with a history of reeling in $65/hour, six-month gigs. Unfortunately, a rising tide of liability paranoia is making it difficult to find work as an unincorporated independent contractor.

One alternative is to work through a job shop as an employee—usually an unfavorable business deal and a bad tax deal to boot. You feel it's gotten to the point of incorporate or starve.

Once online, you follow the prompts. The day you get those new business cards showing a corporate I.D. number, fish start biting faster than you can put your pole in the water. It looks like those eight minutes spent online have made you rich.

What's wrong with this picture?

For one, the taxing authorities, and possibly the courts, might not even recognize the corporate existence, let alone any claim that you don't do business in California. A corporate shell that fails the full suite of legal requirements for corporate identity is no panacea.

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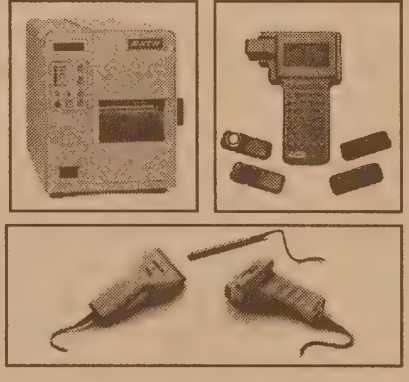

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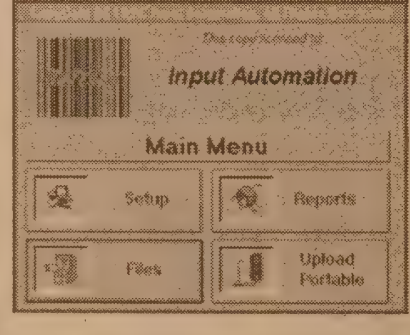

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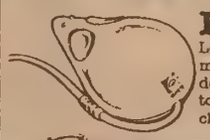

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Of course, a corporation is required to keep separate books of account, and you'll need to know how to do that. You may also want real professional services for routine tax matters, as well as to review the tax and legal consequences of proposed transactions.

In perspective, the eight minutes you initially invested took you into a corporate lobster trap—it's easy to get into, but you can no longer just go about your carefree business as you did before.

Overall, my impression is that The Company Corporation is not untypical of do-it-yourself legal software packages and concerns. The forms themselves are perfectly legitimate, but the online guidance sometimes may encourage people to use them who haven't enough experience to know when they need help. Superficially, any literate person can incorporate from a desktop, but the realities are far more complex.

I won't go as far as to say "kids, don't try this at home." But the ease and cleanliness of software solutions to this fiscal pain in the gut can gloss over some pretty heavy consequences.

On the other hand, the case shouldn't be overstated with alarm. A popular law school text on corporations explains:

> There are two significant pitfalls in the routine use of such forms. The first is the danger that no one with a broad perspective on the law of corporations will bring that perspective to bear on the potentially unique problems of the particular venture... Boiler plate forms...may contain some provision that was suitable for the last corporation but is egregiously inappropriate for the next one. Overall, however, the process by which a corporation is formed is simple and routine and not in any way mysterious.

There's nothing wrong with saving money. For many, that's what corporations are all about. But understand the benefits and risks, and decide what's right for you before following the online siren's song. ■

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Entity Checklist, Tax Action Memo TAM-363 (Aug 2, 1994), a side-by-side comparison of tax attributes of five forms of doing business, reprinted with permission of Practitioners Publishing Company, Fort Worth, Texas.

"Developers and Programmers: To Incorporate or Not," *MicroTimes* (September 20, 1993).

"Forming a Corporation or Partnership, Software to Do It Yourself," *MicroTimes* (May 31, 1993).

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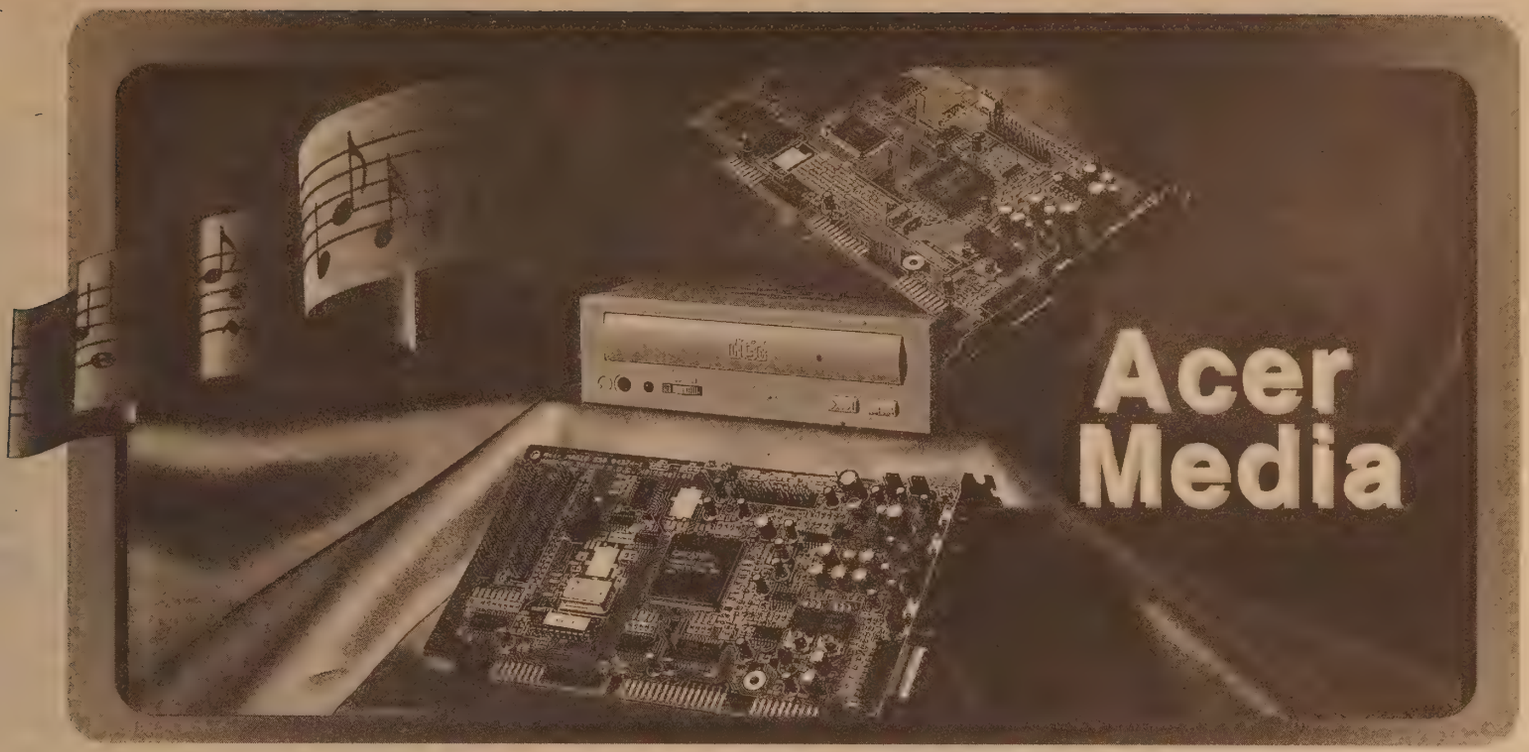

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Grace In Cyberspace

The Legacy Of Tom Mandel

On March 25, Tom Mandel Started His Last Topic On The WELL.

Topic 1744 - My Turn
by A new pseud for a new life (mandel) Sat, Mar 25, 1995 (20:57)

I don't quite know how to say this... I'm not that ill with cancer yet but I am down to one lung and a lung that's not working very well...what it all comes down to is that I probably don't have a whole bunch of time left around these parts, I mean maybe I do and maybe I don't but I wouldn't throw a lot of money at these odds.

It's bad luck to say goodbye before it's time to do so and there's no point in embracing death before one's time, but I thought maybe I'd sneak in a topic, not too maudlin I hope, in which I could slowly say goodbye to my friends here, curse my enemies one more time <well, not really worth the trouble, actually>, and otherwise wave a bit at the rest of you until it's just not time to do so any more.

I could start off by thanking you all, individually and collectively, for a remarkable experience, this past decade here on the WELL. For better and for worse—there were a lot of both—it has been the time of my life and especially a great comfort during these difficult past six months. I'm sad, terribly sad, I cannot tell you how sad and griefstricken I am that I cannot stay to play and argue with you much longer. It seems almost as if I am the one who will be left behind to grieve for all of you dying.

So, thank you all, my best wishes and prayers to each and every one of you. It's been a fabulous life and it wouldn't have been the same without you.

In the analog and the digital worlds, Tom Mandel was a formidable presence. In matters ranging from tailoring and single-malt Scotch to rigorous analysis of technology trends, he maintained impossibly high standards, refined by Jesuit education, Marine training, Vietnam combat, and a distinguished career as a futurist at SRI. While orders of magnitude more elegant than most of us scruffy nerds at the Hackers Conferences he helped plan and run, Mandel was right at home with its deep-rooted impatience with limitations. When the real world and the frailty of mere humans (himself included) clashed with these standards, the results were often explosive.

During one particularly ballistic episode still referred to in hushed tones as "The Mandel Incident," Cliff Figallo, The WELL's director at the time, was compelled to exile him from the system, something he was clearly still troubled by years later. Not to worry, said Mandel's friend and provocateur Gerard van der Leun. Tom was back on the system using another ID within minutes!

Mandel was like that. Some are no doubt waiting for him to deal with death in a similar fashion.

In the weeks following his death on April 5, Mandel has been much eulogized in the press and elsewhere, with many allusions to his incalculable contributions to making the online world a more intelligent, varied, and interesting place. His most recent endeavor, the TIME Online forum on AOL which he cohosted with *TIME*'s Philip Elmer-DeWitt, was noteworthy not merely as the first example of successful online presence by a magazine, but for the sense of place Mandel created there, hanging out with the locals, starting topics, discussing whatever came up.

My former neighbor Cliff Stoll has a new book out, *Silicon Snake Oil*, in which he expresses grave doubts about the relative merits of cyberspace and reality. Remember, he advises, that an hour spent online is an hour not spent smelling roses, baking cookies, talking to the neighbors.

True enough. But as those of us who crowded into the church in Los Altos last week remarked, if it weren't for those hours spent online, we would never have met Tom Mandel. We would have missed his fits of irascibility, and we would also have missed those last luminous weeks on The WELL and AOL.

And it is there that I would direct you. Tom's postings are ubiquitous and varied—while dispassionately discussing bone metastases in one topic he was busily advising another WELLbeing as to the purchase of high-speed modems and predicting the demise of *Wired*. You won't run out of stuff to read for a long time.

You could do worse than to start with, on The WELL, the 600+ responses in News 1744. On AOL, in the TIME Online message boards Introductions folder, the parallel story begins to unfold in "Host Status Report" and continues through multiple generations of "Tom's Folder."

From time immemorial, great thinkers have tried to put a name to what you'll see there. The word Tom tended to use was "grace." Whatever it is, it is there in ascii for all to see, and it is as real and miraculous as the roses in Cliff Stoll's front yard.

—ME

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INTERNET • BY JOHN S. QUARTERMAN AND SMOOT CARL-MITCHELL

All The Data That's Decent?

S. 314, A Well-Meant Bad Idea

The US Senate is currently considering a bill (S. 314, introduced 1 February 1995), that would amend the Communications Act of 1934 to apply to whoever

(A) makes, transmits, or otherwise makes available any comment, request, suggestions, proposal, image, or other communication which is obscene, lewd, lascivious, filthy, or indecent;

Several other clauses expand on this idea, and then the penalty is given: anyone who

(2) knowingly permits any telecommunications facility under his control to be used for any purpose prohibited by this section, shall be fined not more than $100,000 or imprisoned not more than 2 years, or both.

It gets worse. The bill later explicitly says that simply permitting delivery of content prohibited by the Act is punishable by a fine or imprisonment.

Attempting to claim common carrier status won't help, either; the bill explicitly says that is not a defense.

Trying to disclaim responsibility for traffic that came from overseas won't work, either: the wording explicitly refers to "interstate or foreign commerce."

If this bill is meant to apply to the Internet or Usenet or FidoNet or even BBSes, its effects will be profoundly bad.

A Closer Look

Can this possibly be the intent?

Well, the bill is entitled "The Communications Decency Act of 1995." That sure sounds like a clue, but perhaps the language is accidentally overly broad. Let's look at it carefully. (The entire bill and its effects on the Act of 1934 are available in several places online, including *http://www.zilker.net/senate/s314.html*).

Almost everywhere the word "telephone" currently appears in the Act of 1934, the proposed new wording replaces it with much broader terminology, such as "communications device" or "communications facility." Maybe this is supposed to mean traditional communications facilities, and not computer networks? The bill's language is very unfortunate, but maybe it's just a matter of accidental miswording and its sponsors can be persuaded to correct it?

Unfortunately, not. After the *New York Times* editorialized against the bill, its sponsor, Senator Jim Exon from Nebraska, responded in a letter to the editor of 31 March 1995 in which he states:

My amendment would simply apply the same laws that protect against obscene, indecent or harassing telephone calls to computers. Is that an infringement on free speech? I want to make the information superhighway safe to travel for children and families.

The Senator clearly argues that restrictions appropriate to person-to-person telephone calls are completely appropriate to the diverse media supported by computer networks.

Every computer in the worldwide Matrix of computers that exchange electronic mail by definition does indeed have a one-to-one communications service that is closely analogous to telephone calls. Some networks, in particular the Internet, add interactive one-to-one services such as talk, voice, and video. If all the bill did was to prohibit the use of such services for harassment, it would indeed be unremarkable. It would also probably be redundant, since harassment is already illegal, regardless of the communications medium used for it.

But the bill does not address itself to specific services or types of services. It repeatedly says "telecommunications device," "telecommunications service," "common carrier," and otherwise makes it very clear that its prohibitions apply regardless of the specific delivery mechanism, as long as it involves telecommunications. So the bill would also apply to one-to-many services such as electronic mailing lists, which are more analogous to newsletters, newspapers, or radio or television programs. It's not clear that the *New York Times* could continue to publish all its current contents if this bill applied to print media.

The bill also applies to Usenet newsgroups, which are many-to-many and don't really have close analogs in other media, except when they are simply being used as big broadcast chan-

In other words, **the only way to satisfy the prohibitions of this bill** would be to not provide networked communications services at all.

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nels. Of course, certain Usenet newsgroups would be problems under this bill. And the bill would not be satisfied by having schools not carry those newsgroups; it requires *all* telecommunications carriers not to carry them! It's rather as if no adults were permitted to subscribe to *Playboy* or *Playgirl* because children might read them. Just keeping those publications out of school libraries wouldn't be enough; this bill, if it applied to print media, would prohibit their publication at all.

Only a small fraction of Usenet's ten thousand or so newsgroups are dedicated to material which might be considered "obscene, lewd, lascivious, or filthy" according to somebody's definition. However, the bill goes further: it also says "or indecent." So if a researcher posts an "indecent" word to a technical list or newsgroup, that is prohibited. Every telecommunications provider that carries that posting would be prosecutable, from the ISP that provides end-user accounts to the TCP/IP backbone carrier that passed it on to the ISP, and apparently even to the telephone company that leased the intervening cable.

Surely no prosecutor would actually use such a far-fetched provision?

Well, recent history indicates otherwise; we can recount some of it in another column, if anyone has forgotten. Quite likely most prosecutors would not attempt to apply the new law right away, but any time any telecommunications provider came under suspicion for any other reason, this bill would provide a ready mechanism to shut it down and lock up everyone associated with it.

Can't ISPs simply remove objectionable material and leave that which is not? Well, no. As we mentioned, Usenet alone is impossible to police, because anyone might post an "indecent" comment to any newsgroup at any time. The only solution there would be to not carry Usenet. But then you would still have mailing lists, which have exactly the same difficulties, differing only in having a smaller scale. So perhaps an ISP could refuse to provide mailing lists to its customers. How? Incoming mailing list mail is simply individual mail messages. You would have to not provide electronic mail.

In other words, the only way to satisfy the prohibitions of this bill would be to not provide networked communications services at all.

The Real, Networked World

Surely we exaggerate? If everyone were covered by the bill, no one would post even "indecent" comments?

But not everyone would be covered by the bill, even as a law: the Internet extends to more than ninety countries throughout the world, and these communications services reach more than 110 countries. An incoming message could come from any of those countries, of which only one is covered by US law.

It is the nature of this technology, which can deliver a message from Amsterdam to Peoria in seconds, that there are no international borders. It is certainly not desirable to establish them; free flow of information is the lifeblood and meaning of networked communications. Suppose, nonetheless, that it were possible to establish borders in cyberspace corresponding to mundane political borders. The direct effect would be to handicap the United States in a technological area in which it currently leads the world.

The Internet, unlike most other parts of the Matrix, is of course more than communications services. Neolithic French cave paintings are available worldwide within months of their discovery; the Space Shuttle is directly accessible in real time in space; even the US President and the Japanese Prime Minister have electronic mail addresses and make information available online.

Millions of computers, thousands of databases and terabytes of files are accessible interactively through the Internet. Millions of documents are available by Gopher and hypertext links by the World Wide Web. This mesh of links and information is constantly changing, in real time, even as we use it. These interactive resources, in addition to communications services, are the reason the Internet is the greatest research, engineering, artistic, social, and commercial tool to come along since the printing press.

Making this tool conform to the prohibitions of S. 314 would be impossible. The only way would be to shut it down. This solution has been tried elsewhere. The government of Hong Kong early this year did shut down all but one commercial Internet provider in that country on the pretext of lack of a $200 license. It will be very interesting to see if they stay shut down.

Would the same thing work in this country, with forty times as many people and three hundred times as many Internet hosts? Perhaps. More likely the new law would be selectively applied by prosecutors, which would in itself have a deadening effect. Either way, it should not be passed.

The Internet is the greatest **research, engineering, artistic, social, and commercial tool** to come along since the printing press. Making this tool conform to **the prohibitions of S. 314 would be impossible.** The only way would be to shut it down.

The Senator Asks:

"Do you really believe that the Framers of the Constitution intended to protect pornographers and pedophiles?"

In a world where the definition of pornography differs per county, state, and country, and where a mother can be arrested for pedophilia because of nursing her child too long (that happened in New York State), yes, we believe that accusations of pornography and pedophilia are exactly the sort of arbitrary injustice the Framers of the Constitution intended the First Amendment as protection against. We certainly hope that this bill, if enacted into law, will be challenged in the courts.

Think of what the prohibitions of S. 314 would mean if they were applied to bookstores and book publishers. Most novels published these days would be banned, as would numerous nonfiction accounts of almost anything from the Bosnian War to the O.J. Simpson case. Sound far-fetched? Unfortunately, not; it's happened before.

Up until 1933 a charge of pornography was

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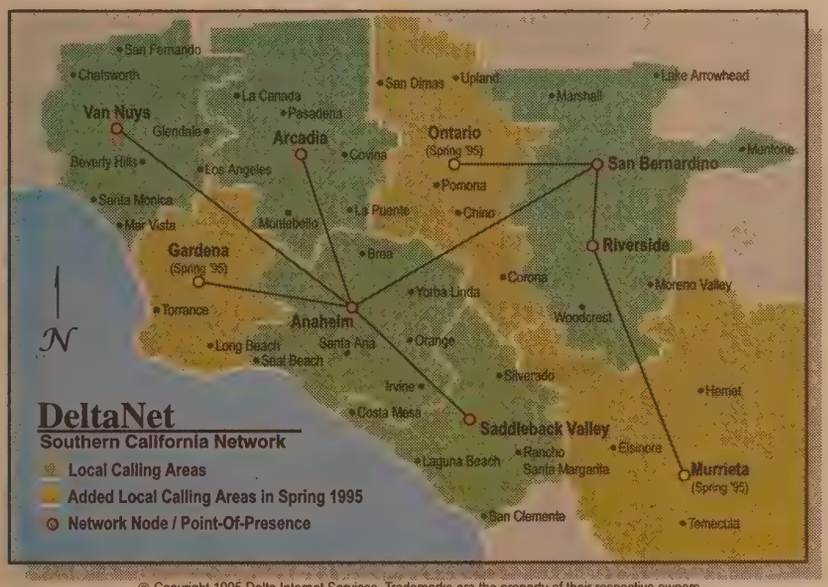

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Internet *continued...*

sufficient to keep works of the greatest literary merit out of the United States; to prevent their importation, publication, or even copyrighting. James Joyce's novel *Ulysses*, for example, was subject to "seizure, forfeiture and confiscation and destruction" because of a "decree of libel of confiscation" brought by the United States. That's right: book burning, legally sanctioned by the US government. On 6 December 1933, Judge John M. Woolsey of the Southern District of New York ruled that the book was not pornographic; but it took a District Court decision to overrule the assumption by the government that it was.

Let's not go back to the bad old days when an unproven accusation of pornography in some part of a book was sufficient to ban it outright. Let's not make accusations of pornography or "indecency" sufficient to ban not even just a single newsgroup (like a book), or a publishing mechanism such as Usenet (similar to banning all publishers of novels), but an entire class of media (like banning the printing press). Freedom of communication is at least as important for computer networks as it is for books.

The Senator Asks:

"Are you your brother's keeper, do you just stick your head in the Manhattan sand and bemoan as 'censorship' any and all actions by others who see a societal problem, especially for our precious youth?"

It seems to us that the real question is whether the *state* is our brother's keeper, and in cases of individual morality, we think not. We also do not understand how sabotaging one of the most important communication assets we and our youth have will aid our youth.

The state does not provide operating instructions when parents have new babies (at least the last time we checked). Parents are also responsible for most of the rest of raising their children. They shouldn't have to go it alone; relatives, community, employer, society at large, and the state in certain circumstances can and should assist. But this bill is far too broad, and is not needed.

There already are information providers that edit and filter information from networks for the use of children. As more children gain access to the networks, more parents will no doubt choose to use such services. The market is already providing solutions; government intervention is not needed. Parents are also capable of deciding when their children can handle full access.

Such providers are essentially carefully controlled BBS systems: centralized and special-purpose. There are many basic and profound differences between them and the Internet, with its tens of thousands of networks and millions of computers owned by thousands of organizations and used by tens of millions of people throughout the world. This bill does not take such differences into account. In attempting to promote safe zoos it would pro-

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The Evolution of Electronic Commerce
- Randy Whiting, Hewlett Packard
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11am - 11:45am
Who is on the Internet and Why: A Case Study Review
- Marc Fleischmann, Internet Distribution Service
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11am - 11:45am
Create Your Own Web Pages and Site
- Morgan Davis, CTSnet
A non-technical, yet in-depth look at creating Internet Homepages. Get an overview of navigational design, image maps, page editing, scripting and other essential HTML authoring techniques.

12pm - 1:30pm Lunch Keynote
How the Internet is Changing the World
- Harley Hahn, Author of "The Internet Yellow Pages" (McGraw-Hill)
In this provocative presentation, learn why the Net is an entirely new form of communication, community and culture that you must understand if you are to prosper in the coming age of electronic commerce.

1:40pm - 2:20pm
Legal Issues and the Internet
- Neal Friedman, Pepper & Corazzini,
A lively discussion of legal issues facing on-line companies today. Topics: copyright infringement, defamation and obscenity, service provider/subscriber contracts and privacy.

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How to Access the Internet using ISDN - ***Hal Lenox, Pacific Bell***
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2:30pm - 3:10pm
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An ad executives perspective on effective ways to design your Internet site. Plus, learn how to value your Internet media buy.

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Connecting Your Organization to the Internet
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What you need to know to get connected. Learn the techniques and equipment required to connect your local area network efficiently and securely.

3:30pm - 4:10pm
Providing Customer Service Online -
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hibit rain forests. In attempting to provide unnecessary protections for children, this bill would deny both children and adults far greater benefits.

Where This Stands

S. 314 has been accepted by the Senate Commerce Committee and on 23 March 1995 on a voice vote of 17 to 2 was ordered reported to the full Senate as part of the "Telecommunications Competition and Deregulations Act of 1995."

That larger Act is complex, has been in process for a long time, is unlikely to be derailed, and may well have beneficial provisions in it. It is not the larger bill to which we object (at this time); it is to the specific provisions added by the amendment S. 314. The committee apparently amended the amendment to make it slightly less broad, but it still contains the basic problem of making telecommunications providers liable for traffic they do not generate. S. 314 is simply a bad idea, and diluting it doesn't make it a good idea.

Senator Exon, in his letter to the editor, also says:

I offer you the same invitation I have offered others. If you do not like my recipe for correction, come, let us reason together.

We recommend that everyone concerned about S. 314 and the issues it represents please take Senator Exon up on his offer. Write him. Please be polite, specific, informative, and brief.

His address is:

Senator J. James Exon, Neb.
SH-528 Hart Senate Office Building
Washington, DC 20510-2702
(202)224-4224 (phone)
(202)224-5213 (fax)

He does not have an electronic mail address, although many other Congress members do. For example, the cosponsor of S. 314 is Senator Slade Gorton, Wash., *senator_gorton@gorton.senate.gov* .

Write your Senator or Representative (if there is not a House version of S. 314, there will be soon). They work for you; you elect them; you pay their salary. Senator Exon has decided to retire, but others will be up for re-election. See the URL already cited for how to reach them, and for pointers to the numerous groups that oppose this bill.

Votes aren't really the issue, though. This appears to be a problem of education. Congress needs to know that the public considers the Matrix and the Internet to be inherently different from telephones, and too valuable for even well-meaning governmental restrictions.

Finally, don't assume this bill is the last you will hear of this issue. Each US state regulates telecommunications to some extent, and if you are not in the US, you are not immune: remember Hong Kong. Computer network technology is new, and many, perhaps most, legislators do not yet understand it. Help educate them. ■

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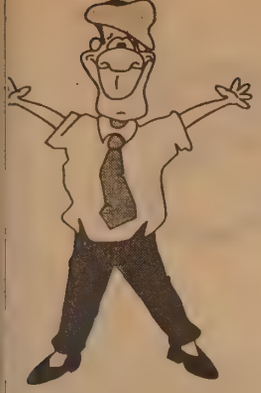

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- mb 72-Pin Ram, Fast 70ns access
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- eac 1.44 Floppy drive
- ntel PCI System controller, Enhanced IDE 10mbit transfers, Exp. to 4 Hard drives
- eytronics 101 Enhanced Tactile touch keyboard
- TI Graphics Expression PCI 2mb, with MACH 64 processor onboard.
- 502 Full / Flat screen SVGA Monitor .28dp Clarity, Low radiation, NI, Digital
- lini Tower case, Bent metal modular contruction, 250Watt UL Cert Power Sup.
- igh flow low noise system fan.
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What all this techno-jargon means...

- PCI (Peripheral components interface) Provides 64 channels for video and hard drives access.
- All Pentium CPU's are made by Intel but, the system board, which is a very important component, is often just in Intel imitation or generic no name components. The system board listed in this is manufactured by Intel which guarantees quality and compatibility.
- Enhanced IDE is the new standard for hard drive interface. (how the Hard drive sends info. to the system board) IDE sends information at 5mbit/sec whereas Enhanced IDE send information at 10mbit/sec (faster). Also, IDE supports a max. of 2 hard drives and Enhanced IDE supports 4.
- The difference between a standard PC and a Responsive, reliable and fast PC is often determined by the video card. The ATI provides the following benefits:
  1.) Video driver stability. (less lockups due to incompatibilities with software and video drivers)
  2.) An onboard 64-bit (channel) processor to free up the CPU and limit the amount of information being sent through the system board Bus. (avoids a bottleneck and speeds windows incredibly)
  3.) Runs the monitor at 72mhz for a flicker free stable picture. (less eye strain)
  4.) Has 2mb ram to support more colors and redraw the screen faster.
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  2.) A durable case thats fully grounded and sheilded for anti-static protection to all components
  3.) A high flow fan for extra system cooling.
  (the main funcion of the above three items is to make the life of the PC longer)

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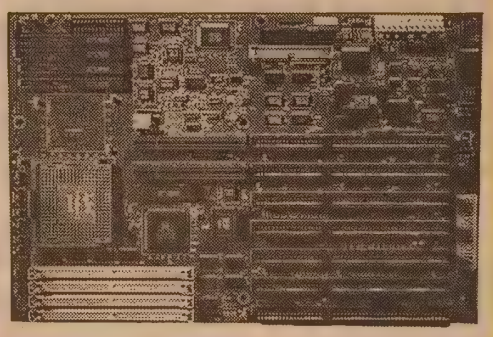

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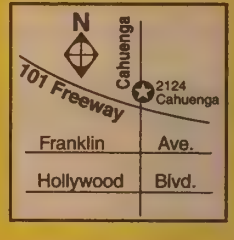

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3Com Corporation on the Web

http://www.3com.com New product and service information from 3Com, featuring information on adapters, hubs, and internetworking products. [Exp. #139.]

24-Hour Recorded Job Lines For The San Francisco Bay Area

http://www.webcom.com/~rmd/bayarea/joblines.html Listing of jobline numbers. Also, pointers to other local employment resources and online job listings. [Exp. #140.]

Access Monterey Peninsula!

http://www.mty.com Access Monterey! features extensive information for the Monterey Peninsula and sponsors a weekly trivia contest. [Exp. #140.]

Aimnet Corporation

http://www.aimnet.com Prices and services for Aimnet, an ISP for the Bay Area and Silicon Valley. [Exp. #139.]

American Bar Association

http://www.abanet.org General facts and resources on the law, continuing legal education courses and requirements, ABA info. [Exp. #141.]

American Communications Association

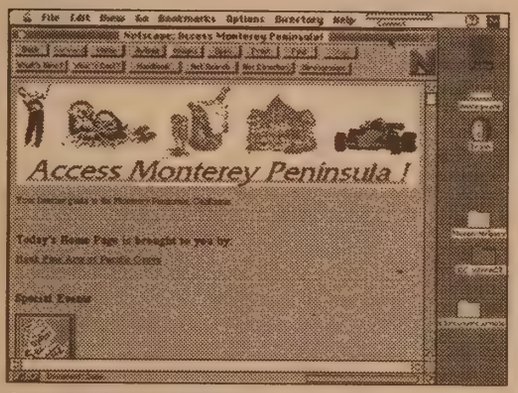
http://www.uark.edu/depts/comminfo/www/ACA.html For those interested in communication research, communication law, freedom of information, free speech, First Amendment. [Exp. #141.]

AP Research

http://www.apresearch.com Market research reports and consulting services for PC cards (PCMCIA). [Exp. #141.]

Art & Artist Network

http://voyager.via.net/netbiz/artist.html International directory of artists, art galleries, and art-related services. [Exp. #141.]



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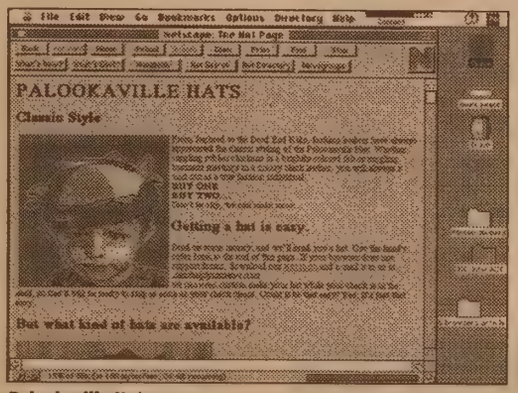

Palookaville Hats

sf.net

Astrology by Moonlight

http://voyager.via.net/netbiz/astrol.html Monthly personal horoscopes and astrological information. [Exp. #141.]

Astro-Temp

http://voyager.via.net/netbiz/atemps.html High-paying "temp" jobs available now by astrological sign. [Exp. #141.]

The Athlete's Diary

http://alumni.caltech.edu/~slp/tad.html The Athlete's Diary for Windows, Mac, and DOS—complete information and full-featured demo copies. [Exp. #140.]

Australian Embassy

http://www.aust.emb.nw.dc.us General background on Australia, US-Australia trade, the defense relationship, and answers to frequently asked questions. [Exp. #140.]

Azule of Saratoga, Florist

http://www.portal.com/~jdoll/joes/azule Say it with flowers! Order direct via the Net. We ship by wire worldwide. [Exp. #139.]

BahnWare

http://www.bahnware.com/bahnware BahnWare develops WWW solutions for business marketing, distributed engineering, and personal use. Magellan GPS Systems WWW site. [Exp. #139.]

Bay Area Real Estate Network

http://www.dnai.com/~ted An excellent resource for buyers and sellers in the Bay Area! [Exp. #140.]

Bay Area Transit Information Project

http://server.berkeley.edu/Transit/ Provides up-

continued on page 90

Keeping Pace With Technology

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- 486DX4-100 4MB / 540MB HDD **$1949**

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- 486DX2-66 8MB / 540MB HDD **$2789**
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- 486DX4-100 8MB / 340MB HDD **$2879**

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- 101 Key Board, 3-Button Mouse
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486DX-2 66MHz $1129
486DX-2 80MHz $1179
486DX-4 100MHz $1239

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486DX-4 100MHz $1449

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Pentium 75MHz $1479
Pentium 90MHz $1659
Pentium 100MHz $1779

CCS Pentium MultiMedia

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Pentium 75MHz $1783
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- PCI SCSI II Enhanced FD/HD Controller
- ATI MACH 64 SVGA Card (2MB)
- 17" Digital Control SVGA Monitor N-I (1280x1024, .28dpi)
- 101 Key Board, 3-Button Mouse
- Medium Tower Case
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- Surround Sound Speakers (115 Watt PMPO)
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Pentium 90MHz $2849
Pentium 100MHz $2969

Web Page Listings *continued from page 87*

to-date public transit information for the San Francisco Bay Area. [Exp. #140.]

BayNet Real Estate

http://www.baynet.com/re.html The Bay Area real estate site. Enter ads for free, search through hundreds of listings. [Exp. #141.]

Best Internet Communications, Inc.

http://www.best.com Internet service provider information. [Exp. #138.]

BizInfo Advertising And Marketing Resource Center

ftp://ftp.crl.com/users/ro/csharrow/bizinfo.html [Exp. #140.]

Black Data Processing Associates

http://www-leland.stanford.edu/group/bgsa/bdpa/bdpa.html National network of DP professionals, educators, students, and vendor reps. [Exp. #140.]

Bob Bickford's Home Page

http://www.well.com/Community/rab/index.html The still-evolving home page of Bob Bickford, Professional Wild-Eyed Visionary. [Exp. #138.]

BookNet

http://www.armory.com/~timeline/SCbooks.html Santa Cruz County bookstore catalog. [Exp. #140.]

Buzznet Magazine

http://www.hooked.net/buzznet An SF-based online cultural Web magazine capturing colorful, fresh images, words, and sounds constantly. [Exp. #141.]

The California Libertarian Party

http://www.lp.org/lp/ca/lpc.html [Exp. #138.]

Career Taxi

http://www.iquest.net/Career_Taxi/taxi.html A forum for the hottest companies to present their home pages and their employment opportunities. [Exp. #139.]

CDworld: Largest Internet Discount Music Store

http://cdworld.com Discount music store with over 100,000 major and independent label music CDs and videos. Ship worldwide. [Exp. #141.]

CGC Polar Sea

http://www.compumedia.com/~jef Extensive graphics covering last summer's expedition to North Pole and latest Deep Freeze to Antarctica. [Exp. #141.]

Clocks & Time

http://glen-ellyn.iit.edu/~clocks/clocks/clocks.html Over 200 pages: clock, watch collecting, repair, sundials, time standards: organizations, museums, publications, and software. [Exp. #140.]

The (Consumer Or Business Product And Service) Idea Factory

ftp://ftp.crl.com/users/ro/csharrow/ideas.html Bold ideas about marketing, new products or services, product improvements, clever distribution, hot promotions. [Exp. #140.]

Coolware's Place on the Internet

http://none.coolware.com/ Coolware hosts *Good Medicine* Magazine and the electronic Job Guide. [Exp. #138.]

Cool Web Page

http://www.aimnet.com/hia/pcr/home.html For thought-provoking content. [Exp. #139.]

Cryptography, PGP, And Your Privacy

http://draco.centerline.com:8080/~franl/crypto.html Links to many of the Web's resources on cryptography, PGP documentation, privacy-related Web links. [Exp. #140.]

CyberLaw™

http://www.portal.com/~cyberlaw/ Educational service on computer law for computer users published monthly, including CyberLaw™ and CyberLex™ archive. [Exp. #141.]

DCI

http://www.DCIexpo.com Get the latest information on high-tech conferences and expositions like Web World, EMail World, and more. [Exp. #140.]

Democratic Party Home Page

http://www.webcom.com/~digitals A place to find information on Democratic officials, organizations, and candidates. [Exp. #141.]

Easy Resume™

http://www.dnai.com/~lji Free resume outline and sample resume for software developers. [Exp. #140.]

eCenter

http://www.ecenter.com Putting businesses on the WWW in Virtual Trade Shows, general categories, email paging, business information. [Exp. #141.]

EDGE Home Page

http://www.well.com/www/edgehome Home page of EDGE, leading interactive entertainment publisher of *EDGE* magazine and EDGE games. [Exp. #141.]

The electronic Gourmet Guide

http://www.deltanet.com/2way/egg The eGG is the Internet's first full-color food magazine featuring interviews, articles, recipes, columns, news, and links. [Exp. #138.]

The Electronic Telegraph

http://www.telegraph.co.uk Britain's first and best online daily news source—a crossword too. [Exp. #140.]

Enterzone

http://enterzone.berkeley.edu/enterzone.html Noncorporate, professional Web zine. Enterzone is a hyperzine of writing, art, and new media. [Exp. #140.]

Enzian Theater

http://magicnet.net/enzian/ Home page of Enzian Theater, film center for Central Florida: special event info, film-related links. [Exp. #141.]

First Virtual

http://www.fv.com/access/by-seller/Internet_Info "New on the Net" report: includes all noteworthy registrations of commercial domains registered with InterNIC. [Exp. #138.]

Flash Sheridan's Newton Software

http://www.rahul.net/flasheridn/ Newton Register allows users to pay for shareware via email. Disabler is a startup manager. [Exp. #139.]

Focus on Africa

http://login.eunet.no/~presno/sample4.html Connectivity issues, sources of information about Africa for various application (news, Web, and gopher servers). [Exp. #138.]

Fountainhead Internet Systems WWW Site

http://www.earthlink.net/~fountainhead Designers of World Wide Web sites. Host of the LA Superstation. LA Advertising. [Exp. #141.]

Future New$

http://futurenews.com/wall-street Newsstand focused exclusively on forecasting Wall Street and global financial markets. [Exp. #138.]

The Gallery Of Advertising Parody

ftp://ftp.crl.com/users/ro/csharrow/parody.html The place to find the "ads we all love to hate" as well as parodies of these types of ads. [Exp. #140.]

Global Campus

http://www.csulb.edu/gc/ Distributed database containing new media for use in enhancing

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T1960CT
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T3600CT*
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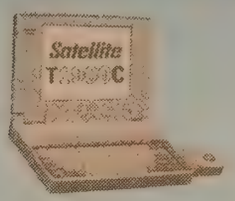

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T4800CT
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T2400CS*
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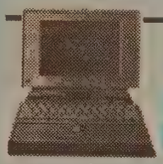

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POWERMACS:

6100/66 8/350/CD $1869
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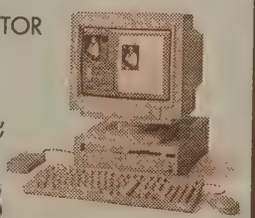

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1.0GB SCSI II 9ms	$420
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MAXTOR

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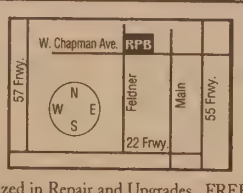

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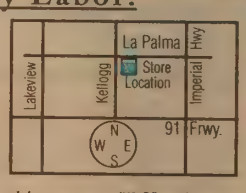

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Web Page Listings *continued...*

learning and teaching. For educational use. [Exp. #140.]

Global Communications Group

http://www.globalcom.com/global Internet consulting, training, seminars, Web page production. Ten years Internet R&D experience. [Exp. #140.]

GolfWeb

http://www.golfweb.com Complete source for everything related to golf on the WWW: results, statistics, live reporting, course information, more. [Exp. #141.]

Graffiti Wall

http://www.lh.com/cgi-bin/wall Hot tips and interesting places on the Web. Check it out or share some of the places you have found. [Exp. #140.]

Grant Tracker Home Page

http://www.rahul.net/kendric Software that keeps researchers from overspending their research grants. Download demos: DOS, Win, Mac. [Exp. #141.]

Greenpeace Climate Homepage

http://www.greenpeace.org/ Berlin Climate Summit info, FAQ on climate change, links to other climate info on the Net, more. [Exp. #141.]

Hawaii Made Easy!

http://www.aloha.com/~optunehi Learn about one of the healthiest states, and one of the safest. Many businesses and jobs. [Exp. #139.]

homepage.html

http://www.hooked.net:80/users/tpitre/homepage.html Personal page for Pitre and MSRI, Inc. [Exp. #141.]

Home Pages, Inc.

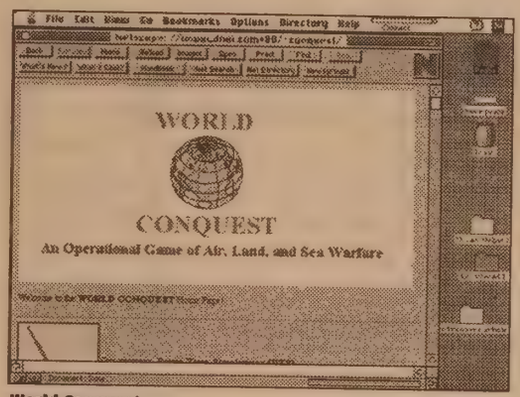
http://www.homepages.com/ A full-service WWW authoring firm and creators of the World Wide Yellow Pages™ at *http://www.yellow.com/* . [Exp. #140.]

Homes & Open Houses

http://openhouses.com Your comprehensive source for real estate information on the Internet. [Exp. #140.]

The Hong Kong Business Directory

http://FarEast.Com/HongKong/directory.html Source products, find manufacturers, locate importers and exporters, find hotels, services, suppliers, buyers, even individuals in Hong Kong. [Exp. #138.]



World Conquest

Hooked

http://www.hooked.net Hooked is an Internet service provider using the amazing Internaut software. [Exp. #139.]

I-Comm: Web Surfing Without SLIP/PPP

http://www.best.com/~icomm/icomm.htm I-Comm is a full-featured graphical WWW browser which doesn't need SLIP/PPP connections. [Exp. #141.]

Imago Dei

http://www.art.net/Studios/Visual/Jaxun/homepage.html An all-digital incarnation of one computer support tech's emerging Muse... [Exp. #141.]

index.html

http://www.manual3.com/manual3 Manual 3, Inc. is a 13-year-old technical writing firm serving the technology industry. [Exp. #140.]

IndustryNET

http://www.industry.net Keeping in touch with the computer industry. Product and service information including local suppliers. [Exp. #140.]

Infolink Information Center

http://www.infolink.net/ Fastest-growing Internet service provider in Hong Kong. See how to get connected in Hong Kong. [Exp. #139.]

infowerks

http://www.best.com/infowerk/ Cool students/Web consultants page, artistic, interesting connections. [Exp. #139.]

The Institute for Global Communications Progressive Directory

http://www.igc.apc.org [Exp. #138.]

Intelligent Media

http://smartworld.com/intmedia Full-service interactive multimedia production company, service bureau. [Exp. #141.]

The Interactivist

http://199.172.178.200 A place that facilitates Internet social education and activism. Also the home of Free Burma. [Exp. #141.]

Interactivist/Go Digital Online

http://www.godigital.com Go Digital Interactive Magazine's home page: preview of CD-ROM, additional materials, subscribe, send stuff for inclusion, etc. [Exp. #141.]

Internal Revenue Service

http://www.ustreas.gov/treasury/bureaus/irs/irs.html Provides tax forms, answers to frequently asked questions, where to get more help, and where to file. [Exp. #139.]

International Netsuke Kenkyukai Society

http://www.hooked.net:80/users/yukiyama/ Information on Netsuke Kenkyukai Society and collecting netsuke (Japanese antique toggles). [Exp. #141.]

Internet Literacy Consultants

http://www.matisse.net We help people understand and use the Internet and related technologies to accomplish their goals, via seminars and consulting. [Exp. #139.]

The Internet MainStreet

http://www.mainstreet.net ISDN and leased line Internet provider for Silicon Valley. Cool eclipse photo. [Exp. #140.]

Internet Presence Providers

http://www.internex.net/ipp Providing business with complete Web site design. Focusing on real estate, art, investments, and online malls. [Exp. #140.]

Internet Roundtable Society

http://www.IRSociety.com Providers of business WWW services: home pages, promotion, etc. [Exp. #139.]

InterNex•Tiara

http://www.internex.net High-speed ISDN Internet access provider. Provide information about ISDN, access options, products, and services. [Exp. #140.]

InterNotes

http://www.tbo.com/notes.html [Exp. #138.]

IRIS Media Systems

ftp://ftp.netcom.com/pub/rl/rlai/www/home.html Home of Xantippe—The Information Structuring Workbench, a Windows hypertext/hypergraphics authoring environ-

Online Guide

Web Page Listings *continued...*

ment for HTML files. [Exp. #141.]

JAPANESE UNDERGROUND TECHNOLOGY
ftp://ftp.netcom.com/pub/ge/geoi310/homepage/a6.html [Exp. #139.]

JEFF'S HOMEPAGE—THE QUAM
http://www.emf.net/~quam Jeff's Homepage and link to the Pirate Squid Club. Lots of useless nonsense. [Exp. #141.]

JOHN PERRY'S HOME PAGE
http://www.perry.com/ I'm B1FF!!! (a film festival), The Liberal Materialists (my band), photos, poetry, and much more. [Exp. #139.]

JOW'S TRUESPACE HOME PAGE
http://csual.cs.ucla.edu/truespace Provides images, utilities, and links of interest to the Caligari trueSpace user. [Exp. #140.]

LATINOWEB
http://www.catalog.com/favision/latnoweb.htm Provides a platform for Latino organizations to make their information available to the Internet. [Exp. #141.]

THE LIBERTARIAN PARTY, AMERICA'S THIRD PARTY
http://www.lp.org/lp/ [Exp. #138.]

LINKS FROM THE UNDERGROUND
http://raptor.swarthmore.edu/jahall/ Original writings, anecdotes, and links with commentary convey a Net and world view on the Web. Coordinated craziness! [Exp. #140.]

THE MAIL ORDER CATALOG RESOURCE CENTER
ftp://ftp.crl.com/users/ro/csharrow/catalog1.html Comprehensive listing of US companies doing business via mail order catalog. [Exp. #140.]

MAKIN' WAVES STUDIO
http://cyberzine.org/html/Waves/wavepage.html Aussie-style humor abounds, complete with free .wav sound files for download. Commercial enquiries welcome. [Exp. #138.]

MARK HOLT'S HOME PAGE
http://www.sun.com/sunsoft/cdware/mark.html A collection of cool and unusual Web sites. [Exp. #140.]

MATCH.COM
http://www.match.com "We met on the Net!" Thanks to Match.Com, the online dating service for the '90s. [Exp. #140.]

MEXICO OUT OF BALANCE
http://www.igc.apc.org/nacla/mexico.html Hard-to-find, in-depth information and analysis concerning political, economic, labor, and trade issues in Mexico. [Exp. #138.]

MIDNIGHT SPECIAL BOOKSTORE HOME PAGE
http://msbooks.com/msbooks Midnight Special's motto is taken from Bertolt Brecht: "Hungry man, reach for the book: it is a weapon." [Exp. #141.]

MINOR LEAGUES, MAJOR DREAMS
http://www.deltanet.com/minorleagues Minor league baseball, hockey, arena football, Indy 500 sports apparel retail sales. [Exp. #140.]

MODULUS GRAPHITE
http://www.dnai.com/~modulus Catalog of high-end basses and guitars. [Exp. #138.]

continued on page 213

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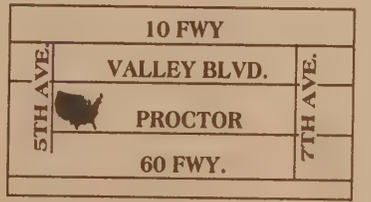

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ONLINE SERVICES • BY BILL GRAM-REEFER

CompuServe Forges Ahead With Partners, Acquisitions

Several recent announcements by CompuServe made it clear that the important competition in the burgeoning online arena will focus increasingly on new interactive features for users, in addition to expanded Internet connectivity and services. More importantly, CompuServe's recent moves show that if you can't grow these new technologies in-house, go find—or buy—partners that can help you set the pace.

WorldsAway

In conjunction with Fujitsu's Cultural Technologies division launched in 1994, CompuServe has announced WorldsAway, a new, animated online virtual community that will debut on CompuServe this summer. In a medium where chat makes up about 30% of all online usage, Fujitsu believes that the information superhighway is about people communicating with people rather than just moving data back and forth. To serve that "social computing" segment, Fujitsu has developed an interactive, graphical environment where users can assume character representations of themselves, called avatars.

Using avatars, WorldsAway users can move, communicate, hold and exchange objects, sit on sofas or chairs, and gesture while communicating with representations of other users online. Users will be able to meet and chat with others, attend social functions, take part in scavenger hunts, even create and operate virtual community-based businesses.

The initial concept includes a village where users can meet at public spaces like cafes, or create and decorate apartments and other private places for one-on-one or private group chat. According to Cultural Technologies, WorldsAway's distributed, object-oriented technology is scalable, so the environment can grow to accommodate increasing numbers of users—adding new locales, streets, parks, and buildings on the fly, and managing them remotely across different servers. The technology also provides for developers to create different kinds of worlds or MUDs that can appeal to a wide range of end-user interests.

WorldsAway is in testing now and is expected to be available to CompuServe subscribers by July. WorldsAway will initially support Windows users only, with support for Macintosh users possibly by the end of 1995. WorldsAway software will be priced under $10 and will include an equivalent usage credit. The service will be billed as an extended service to members at $4.80/hr. for up to 14.4Kbps access. CompuServe subscriptions currently run under $10/month.

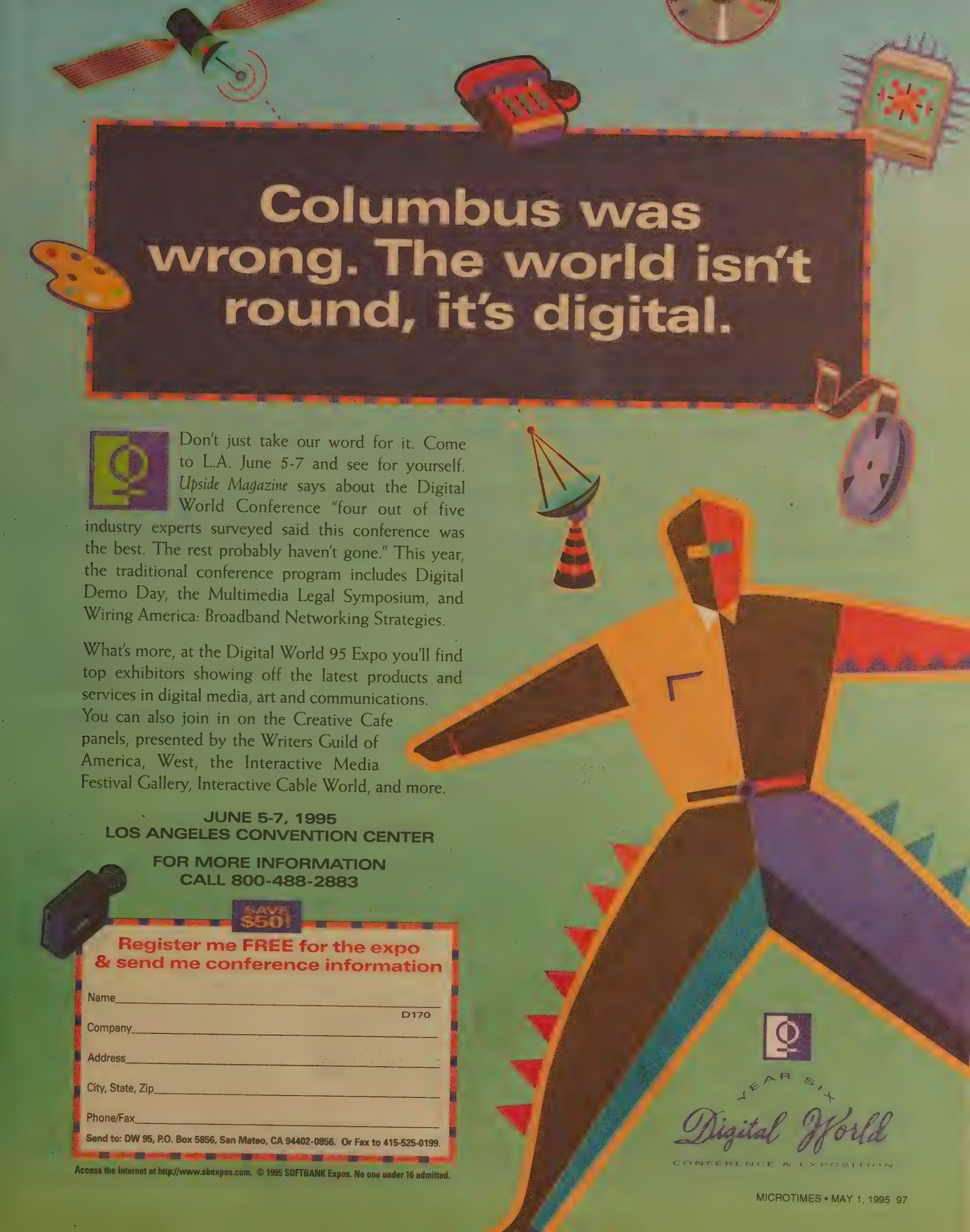
WorldsAway is the first product to be introduced by Fujitsu's Cultural Technologies Division, formed to create multimedia technologies that will generate 20% of all Fujitsu's revenues by 1997. The WorldsAway team is headed by Chip Morningstar and Randy Farmer, who in the late 1980s helped develop Lucasfilm's Habitat, the first graphical cyber community. Fujitsu eventually licensed, then purchased Habitat from Lucasfilm and introduced it to the Japanese market in 1989. Since 1984 Fujitsu has re-engineered the original Habitat environment for introduction in the US market as WorldsAway.

While it may be essentially animated chat, WorldsAway provides the first wide-scale commercial glimpse of the virtual malls, strips, and offices popularized in such recent cyberspace novels as Neal Stephenson's *Snow Crash* and Rudy Rucker's *The Hacker and the Ants*, where advanced hacks and neophytes alike can hang out to see and be seen, cop some code, or maybe get a little work done. The promise of a standardized development framework gives third parties opportunities to create special environments, alien worlds, and cultures. The nature and easy-to-use features will be key if Fujitsu and CompuServe hope to position WorldsAway as something other than a fancy MUD. If it's done right, maybe even Paramount could be convinced to create a virtual Federation-class starship environment for Star Trek junkies.

In a medium where chat makes up about 30% of all online usage, Fujitsu believes that the information superhighway is about people communicating with people rather than just moving data back and forth.

Fujitsu's "social computing" vision raises questions as to just how much freedom Creative Technologies will allow users and independent developers in creating their own environments or private places with—take your pick—virtual sex parlors, serious hacker con-

continued on page 230


Columbus was wrong. The world isn't round, it's digital.
Don't just take our word for it. Come to L.A. June 5-7 and see for yourself. *Upside Magazine* says about the Digital World Conference "four out of five industry experts surveyed said this conference was the best. The rest probably haven't gone." This year, the traditional conference program includes Digital Demo Day, the Multimedia Legal Symposium, and Wiring America: Broadband Networking Strategies.
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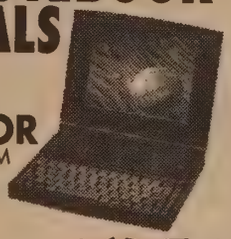

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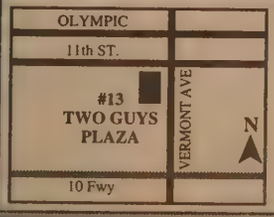

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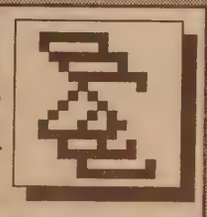

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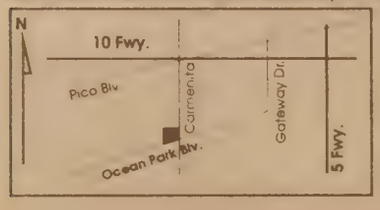

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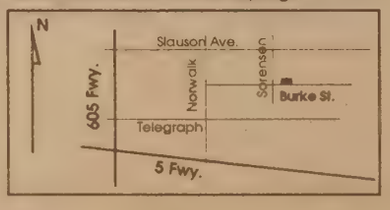

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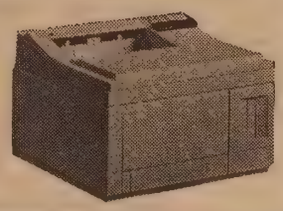

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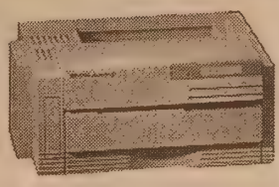

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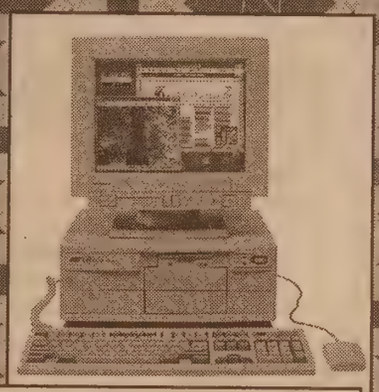

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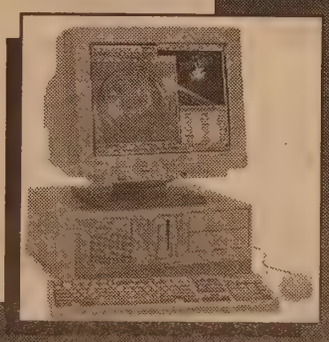

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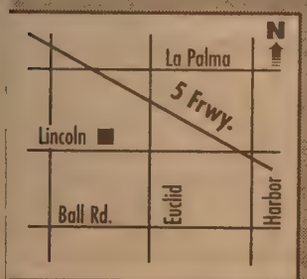

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- 540MB 12ms IDE Hard Drive
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- PCI SVGA Graphics Accelerator (1MB RAM)
- 15" Non-Interlaced .28mm Flat Screen Monitor
- Two High Speed Serial Ports (16550 UART) & 1 Parallel & 1 Game Port
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- 2 Serial Ports, 1 Parallel Port & 1 Game Port
- 1.44MB Floppy Drive
- 101 Key Keyboard
- Hi-Resolution Mouse
- Double Speed (2X) CD-ROM
- Sound Blaster 16 Sound Card
- 19 Popular CD Software Titles
- 80 Watt Stereo Speakers
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- Deluxe Mid Tower Case (230W UL PS)

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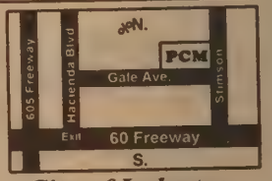

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Not only that most telephone lines are not secure, but that nearly all the privacy we take for granted is not secure.

Pretty Good Privacy

Why You Should Know About PGP And How To Use It

By Robert Moskowitz

Suppose the US Post Office suddenly insisted that no one could enclose their letters in envelopes? Suppose all telephone lines were turned into old-fashioned "party lines," not only sharing your phone calls with your neighbors, but with anyone else who cared to listen in?

Obviously, you wouldn't like it. Not because you were keeping dirty little secrets (although, as Sam Spade says in *The Maltese Falcon*, "Everybody has something to hide."), but because you have an expectation of privacy. In fact, you have such a strong expectation of privacy in your communications that you expect to have some precisely where you don't—on the Internet!

Don't be too surprised. There's very little privacy anywhere.

A friend of mine a few years back worked for the government. Whenever she answered the telephone at work, she had to begin with the prescribed words: "This line is not secure."

That put a different twist on the world for me, and I began to realize not only that most telephone lines are not secure, but that nearly all the privacy we take for granted is not secure.

This point of view was underscored for me recently, when my cellular phone was illegally cloned. One day I got a call from my cellular phone service provider. "Your phone has been cloned," a young woman told me, brightly. How did they know? "Easy. We monitor all subscribers for their patterns of calling," she said, without a trace of self-consciousness. "In fact, we tape every minute of every phone call we handle, just to have a record of who's making them."

And of what has been said, perhaps?

You may think I'm paranoid, but consider the case of Ian Murphy. Today, he's president and chief executive officer of IAM/Secure Data Systems, Inc., Gladwyne, PA, but in 1981 he became one of the first hackers to be arrested, for tapping White House phone lines and tampering with telephone company computers. Murphy is busy, and successful, selling computer security—such as it is. His clients range from foreign governments and the White House to major corporations, and they're happy with his services.

But—are you sitting down?—Mr. Murphy won't have a Web home page. In fact, he won't even have an email address! He knows first hand how little security there actually is on today's computer networks, and while he's in the business of making other people feel safe, he won't put his own firm's information into a situation where he knows it can be compromised quite easily by people just like himself.

So that's the long version of why you need to know about Pretty Good Privacy.

PGP

Pretty Good Privacy, or PGP, is an extremely sophisticated, yet fairly easy to use encryption system for use with MS-DOS, Macintosh System 7.x, UNIX, VAX/VMS, and other computers.

It incorporates a highly advanced form of public, or two-key, encryption to allow the exchange of files not only with "pretty good privacy," but with equally good authentication. In other words, if you receive a PGP-encrypted file that appears to be from me, you can be certain that it actually is from me, and that it hasn't been tampered with since I encrypted it.

What's more, because it uses public-key encryption, there is no need for a secure channel to transmit your messages. The files you encrypt and

continued on page 109

The CALIFORNIA COMPUTER The CALIFORN

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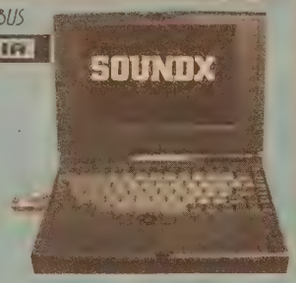

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DX4-75 8Mb RAM w/520Mb HDD	$3225
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*Mono Model Does Not Have Sound Chip Built-In

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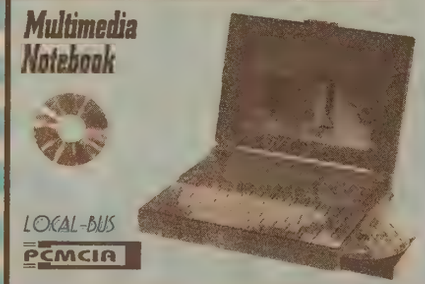

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The Only DX4-100
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Dual Scan DX4-75
8MB RAM w/340MB HDD

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- 4Mb RAM
- 1.44Mb Floppy Drive
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- 9.5" Mono LCD Passive
- Two Batteries
- 83 Keys Keyboard
- Weight: 5.7 lbs
- Dimension: 11" x 8.5" x 1.75"

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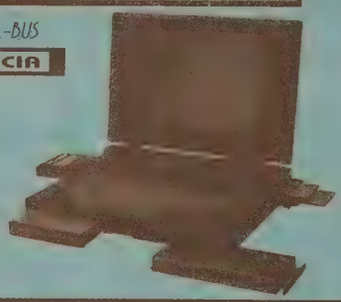

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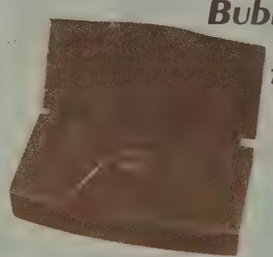

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- 101 Enhanced Keyboard
- Serial Mouse w/ Mouse Pad
- Mid Tower Case w/230w PS
- 14 CD Titles

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- 486 DX2-80 Mhz CPU
- 256K Cache, 3 Local Bus/7 ISA Slots
- 8MB RAM up to 32MB
- 1.44MB Floppy Drives
- 560MB Hard Drive
- VESA Local Bus IDE/FDD Controller w/2S, 1P
- VESA Local Bus SVGA Card w/1MB
- Tatung 15" SVGA NI LR Monitor w/Speakers
- Double Speed CD-ROM
- 16-bit Stereo Sound Card w/2 Speakers
- 101 Enhanced Keyboard
- Serial Mouse w/ Mouse Pad
- Mid Tower Case w/230w PS
- 14 CD Titles

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Multimedia

- 486 DX2-66 Mhz CPU
- 256K Cache, 3 Local Bus/7 ISA Slots
- 8MB RAM up to 32MB
- 1.44MB Floppy Drives
- 560MB Hard Drive
- VESA Local Bus IDE/FDD Controller w/2S, 1P
- VESA Local Bus SVGA Card w/1MB
- Tatung 15" SVGA NI LR Monitor w/Speakers
- Double Speed CD-ROM
- 16-bit Stereo Sound Card w/2 Speakers
- 101 Enhanced Keyboard
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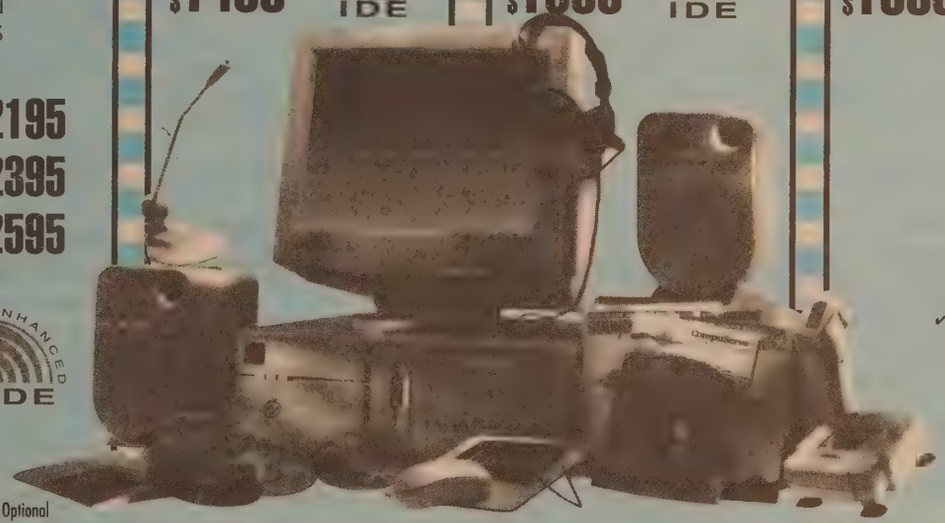

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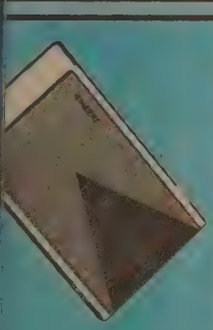

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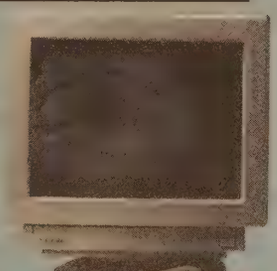

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- Invar Shadow Mask
- Flat Screen

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- Flat Screen

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Pretty Good Privacy continued from page 105

send to others, along with your public key, can be freely distributed over public computer networks.

That's the whole point of public-key encryption systems. (See box: Understanding Public Key Encryption). The only key that really matters for security is your private key, and that one you keep with you, never transmit to anyone, and can therefore be pretty sure of.

How safe are PGP-encrypted files? In a benchmark test, a file encrypted via PGP using only a 128-bit key was made publicly available. It took a cadre of the world's most enthusiastic crackers about eight months to decode it. Today, PGP is capable of using 2033-bit keys, which have never yet been cracked.

PGP is available to individuals for personal, noncommercial use as freeware from many different bulletin boards and Internet sites. It is also available for a fee from ViaCrypt, based in Phoenix, Arizona. For legal reasons, commercial firms in the US and Canada must use only a licensed version of the software from ViaCrypt. (Contact ViaCrypt by telephone at 602/944-0773, or on the Internet at *viacrypt@acm.org*.)

Once you get PGP, you can generate your unique pair of keys—one to make public, and one to keep private. You will also want to begin to accumulate the public keys from people with whom you intend to communicate.

This is easy because there are PGP servers on the Internet that do nothing but keep track of public keys. You upload your own key to one of them—they automatically share all the public keys with each other—and you can also download whichever public keys you want.

Encrypting And Decrypting Messages

To encrypt a message, first compose it in your favorite word processor or text editor. Then save it, either as a formatted word processor file if you're sure your recipient wants to receive it that way, or as a plain ASCII file.

Next enter the command "pgp -e textfile her_userid" (if you have a front-end program, it

Security For The Macintosh

System 7.5 includes its own encryption and authentication capabilities, but most people consider these nearly worthless. Since Apple wanted to export their operating system, they complied with US government restrictions on the encryption techniques they could use. Even worse, the key length is limited to 40 bits, far less secure than a 1024-bit key would make the same files.

Fortunately, there is a version of PGP for the Macintosh. Users report that MacPGP is fairly simple to use, and its encrypted files are entirely compatible with PGP software for other operating systems.

However, the PGP code was ported to System 7.x from original source code, and only then was a Mac interface grafted on. As a result, MacPGP does not operate in true Mac style.

Also, MacPGP can't be linked directly to email. This means you must download all your messages, then get into PGP and decrypt each one separately.

Even worse, not every Macintosh can use MacPGP. Some users complain the software will not run—sometimes won't even load—on their Mac Plus, probably because the front-end interface is not entirely compatible with Mac Plus hardware requirements.

Other users complain there are too many user selectable options, and changing options is more difficult than with preferences files. There are some who want at least a few MacPGP options to be made into defaults.

Managing Keys

Because PGP relies on having the right keys for encoding and decoding files, you must pay attention to certain simple key-management procedures:

To Create Your Own Keys

Start by giving PGP the command "-kg". This triggers a key generation sequence which includes a request for some random typing by you. PGP uses your keystroke timing and sequence patterns to help generate a unique key-pair for you.

The program also asks you how many bits to use in creating your new keys. The more bits you specify, the more time it takes to encode and decode files, but the more security you obtain.

Finally, PGP asks you to specify a passphrase, just to make it a little harder for anyone to use your secret key if they should somehow obtain it. Don't write it down, or choose one that is easy to guess, such as your birthday or middle name. Of course, should you suspect your secret key has been stolen or copied, you immediately use PGP to create a Key Revocation Certificate which, along with a brand new public key, you disseminate as quickly and as widely as possible.

When you first get the program, you might want to experiment a bit. For example, you can generate two pairs of 5- or 10-bit keys, plus a one-paragraph file to encrypt and decrypt and send to your other self a few times. This helps you get the hang of the process. But you won't need much practice: PGP is generally simple and straightforward to use, and fully explained in the documentation that comes with the program. If you have a problem, you can usually get help from ***jis@mit.edu*** or by posting a message in the alt.security.pgp newsgroup.

To Obtain Other People's Public Keys

The easiest way, of course, is to ask for them. Your colleagues, clients, and friends can easily email you their public keys, and PGP makes it easy to add each one to your "public keyring"—a file where PGP looks for such information when asked to encode an outgoing message.

But you can also get public keys from other sources: specialized public key servers on the Internet, such as ***pgp-public-keys@pgp.mit.edu*** and Four11 ***info@four11.com*** . Since these servers share public keys and Key Revocation Certificates with each other, communicating with just one is normally enough to get you what you want.

If A Secret Key Is Compromised

Give PGP the command "-kd" with the person's identifier. If you give your own identifier, the software creates a special file you make public as widely as possible. This file tells other copies of PGP not to use the corresponding public key any longer. If you give someone else's identifier, PGP disables that key on your public keyring.

Pretty Good Privacy *continued...*

may work somewhat differently than explained here) to trigger the encryption process, specifying both the name of the file and the person for whom you want that file encrypted.

You refer to the file by its regular file name, and to recipients (or senders of files you receive) by a simple identifier. Most people use their full name plus their email address (such as "Robert A. Moskowitz <robertam@aol.com>") as their identifier to limit the chance that anyone will specify the wrong person. PGP automatically associates each identifier with the complex computer "key" it uses to encode or decode files to/from that person.

If you're planning to email the encrypted file to your recipient, you should include the letter "a" in the above command string (or select that option from your PGP front end). This forces PGP to convert the encrypted file into only the alphanumeric characters that email systems can handle. If you don't select this option, be sure to transmit encrypted files as if they were program files, using the "binary" or similar option. Or save them to a floppy disk and send that.

When you receive a PGP-encrypted file, you decrypt it by issuing the command: "pgp ciphertextfile". This assumes the encrypted file carries a ".pgp" filename extension. If it doesn't, just type in the full filename as it exists. Normally, PGP tries to save the decoded message in a file with a name similar to the encoded filename it has just processed. However, if you add the optional command "-o," you can specify whatever name you prefer for the decoded file.

PGP does its work by copying files, so it leaves your original message files, and the original encrypted files you receive from others, untouched.

If any of this is too esoteric for you, look around the Net (the newsgroup alt.security.pgp is a good place to start) for software that provides a Windows or DOS front end. This takes much of the learning and difficulty out of the process of using PGP for all your communications. ■

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See page 112 for more on public-key encryption systems.

A Summary Of PGP's Most Frequently Used Commands

Encryption Commands:

pgp -e textfile her_userid
This command encrypts a plaintext file with the recipient's public key.
pgp -s textfile [-u your_userid]
This command signs a plaintext file with your signature, using your own secret key.
pgp -sta textfile [-u your_userid]
This command signs a plaintext file with your signature, using your secret key, and leaves the output readable to people without running PGP first.
pgp -es textfile her_userid [-u your_userid]
This command signs a plaintext file with your signature, using your secret key, and then encrypts it with the recipient's public key.
pgp -c textfile
This command encrypts a plaintext file using conventional single-key cryptography. This is most useful only for storing files that you will later retrieve.

Decryption Commands

pgp ciphertextfile [-o plaintextfile]
This command decrypts an encrypted file, or checks the signature integrity of a signed file.
pgp -e textfile userid1 userid2 userid3
This command encrypts a message that can be decrypted by any one of any number of recipients.

Key Management Commands

pgp -kg
This command generates your own unique public/secret key pair.
pgp -ka keyfile [keyring]
This command adds a public or secret key to your public or secret "keyring."
pgp -kx userid keyfile [keyring], or pgp -kxa userid keyfile [keyring]
This command extracts (copies) a specific key from your public or secret keyring.
pgp -kv[v] [userid] [keyring]
This command allows you to view the contents of your public keyring.
pgp -kvc [userid] [keyring]
This command allows you to view the "fingerprint" of a public key, useful if you want to verify it over the telephone with its owner.
pgp -kc [userid] [keyring]
This command allows you to view the contents of your public keyring, and check the keys' certifying signatures.
pgp -ke userid [keyring]
This command allows you to edit the userid or passphrase for your secret key.
pgp -ke userid [keyring]
This command allows you to edit the "trust" parameters for a public key.
pgp -kr userid [keyring]
This command removes a key or a userid from your public keyring.
pgp -ks her_userid [-u your_userid] [keyring]
This command allows you to sign and certify someone else's public key on your public keyring.
pgp -krs userid [keyring]
This command allows you to remove selected signatures from a userid on a keyring.
pgp -kd your_userid
This command allows you to permanently revoke your own key, issuing a Key Revocation Certificate for transmission to other PGP users.
pgp -kd userid
This command allows you to disable or re-enable a public key on your own public keyring.

Obtaining PGP

PGP Software is generally obtainable free of charge, and online.

First, use anonymous FTP to connect with net-dist.mit.edu and switch to the directory /pub/PGP. Download the README file for instructions. This will tell you to download rsalicen.txt and mitlicen.txt, which contain license agreements for the internal algorithms used in PGP, and for the software itself.

If you can agree to comply with the terms of these licenses, you Telnet to net-dist.mit.edu and login with the word "getpgp".

MIT's computer now asks you four questions, and then gives you the directory name where the PGP software is located. This name changes every half hour, so once you get the name, use FTP to log in and download the PGP files right away.

After you unpack the compressed PGP system files, you'll see that PGP comes with plenty of documentation and background discussion material. Also, the program comes ready to operate in English, French, Spanish, German, Italian, and Brazilian Portuguese.

Please note: PGP is export restricted by the Office of Export Administration, United States Department of Commerce, and the Offices of Defense Trade Controls and Munitions Control, United States Department of State. This means that PGP cannot be exported or re-exported, directly or indirectly, (a) without all export or re-export licenses and governmental approvals required by any applicable laws, or (b) in violation of any prohibition against the export or re-export of any part of PGP. PGP already exists outside the US, of course, but I recommend that you not be someone who sends another copy there.

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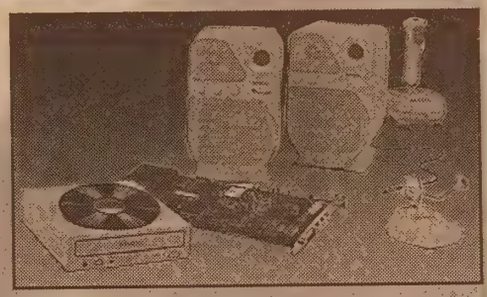

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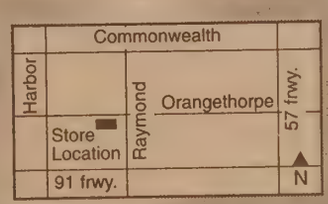

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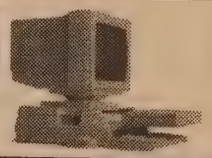

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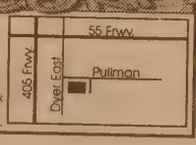

Pretty Good Privacy *continued from page 110*

Understanding Public-Key Encryption Systems

Public-key encryption represent a breakthrough technology that makes privacy on computer networks extremely simple to achieve, even when there are no "secure lines" you can trust.

In a private, or single-key encryption system, the same key is used to encode and decode a file. Remember your Captain Video Decoder Ring? It was a primitive private-key system. You'd encode your secret message, such as "Drink Your Ovaltine," by replacing the letters of the alphabet with substitute letters from a certain number of places away. For example, let's say we decide to use the key "+4." That would mean we'd switch each letter in our message with the letter that comes four places later in the alphabet. D would become H, R would become V, and so on.

You—or anyone else who knows the key—can easily switch the H back to a D, the V back to an R, and figure out what we're drinking.

Clearly, then, the single key in a one-key system must itself be kept very secret, while somehow still being transmitted to the person receiving encoded files. Even if the key is transmitted safely, which you can never know for certain, the recipient can never be sure received messages haven't been intercepted by the enemy, altered, and passed along to create havoc and disarray.

But with a public-key system, these problems disappear. A public-key system uses one key to encode a file, and another to decode it. Once you have encoded a file, the same key won't decode it again. Only the other one of the two-key pair will do that.

This means you can freely make one key known to the entire world. This key—your public key—is available for use by anyone who wants to send you a file. But once the file is encoded using your public key, only your second key—your private key—will decode it.

So in practice, I can use your public key to encode a file and send it to you. You can then use your private key to read it. Then you can use my public key to encode your reply before you send it to me, and I can use my private key to decode that.

Even better, I can encode each message twice. First, I can use my private key to encode virtually all of the message once, except for a few lines saying who I am. Then I can encode the complete file a second time using your public key—so you will be the only one able to read it. Now when you get the file and decode it with your private key, the important part remains encoded. But my public key will easily decode that part—offering you positive proof that I sent you the message and it hasn't been tampered with.

Despite all these precautions, it's probably true that the CIA or anyone else with massive resources, multiple supercomputers and top-quality code-breaking experts can still decode any message you protect by PGP. But it's unlikely that your message will be all that important when it's finally fully decoded—ten or twenty years from now!

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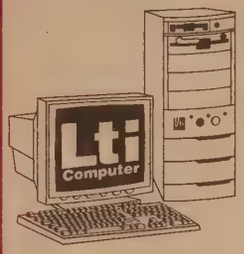

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Foresight

The Lessons Of Borland,

(And Hindsight)

The Promise Of New Ventures

From Philippe Kahn

By Dennis Erokan and Mary Eisenhart
Photos: Tustin Ellison

The last time we went down to Scotts Valley to do a big interview with Philippe Kahn, Borland had just embarked on what was to be a spectacular roller-coaster ride. It had recently acquired the Paradox database software, and Kahn was gleefully demoing Quattro, the spreadsheet that was supposed to give Lotus 1-2-3 some serious competition. Still in the future was Borland's startling acquisition of Ashton-Tate, essentially in order to have dBASE.

The wild ride took its toll on both Borland and Kahn, who was even then one of the few surviving founder-CEOs in the business. The company was battered not only by corporate culture clash from the merger and ferocious competition in the database software market, but by a long-running look-and-feel lawsuit by Lotus, claiming that the 1-2-3 compatible menus in Quattro infringed Lotus's copyrights. As a Massachusetts court decided the case in favor of Lotus and levied a multimillion-dollar judgment against Borland, Kahn was beset on another side by shareholder lawsuits and attempts to oust him, citing such issues as the Lotus suit and Kahn's predilection for making (at his own expense) Borland promotional holiday CDs featuring himself jamming with stellar jazz musicians.

These days Kahn, who resigned as CEO and president late last year but remains as chairman, seems much recuperated from a traumatic '94. A leaner Borland is focusing successfully on

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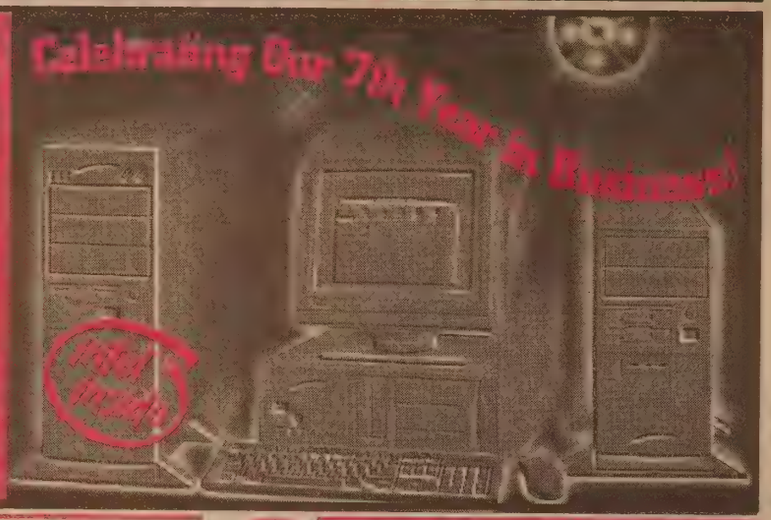

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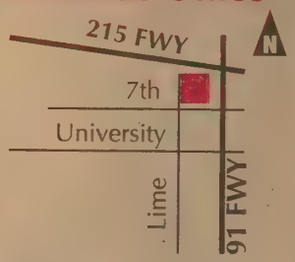

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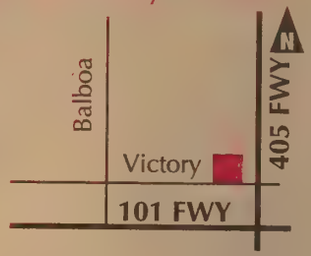

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the developer-tools market—Quattro having been sold to Novell, and the database business having become commoditized—and he's excited about his new startup, Starfish Software, currently residing in a vacated Borland building and rapidly developing its own corporate culture with a mix of ex-Borland and outside people. ("Starfish—you know, you cut off one of its legs, and it grows back," says one person. "The Starfish Enterprise!" quips another.)

Founded last year by Kahn and artist/interface designer Sonia Lee, Starfish already has two sucessful products. The ever-popular Sidekick organizer and a productivity enhancer known as Dashboard were acquired from Borland, and the company is working on a host of Windows 95 products to ship when Microsoft finally releases the OS.

Meanwhile, things are looking up on the Borland side. An appeals court recently overturned Lotus's victory against Borland, at least temporarily removing the threat of the huge judgment against them.

And, greatly to Kahn's amusement, he's been approached by Sony jazz maven George Butler about a commercial release of those much-maligned promotional CDs.

"Borland's getting a little more stable now, and with this place taking off, it'll be easier," says Kahn, clearly tempted. "But as you know, music is a commitment. The guy wants to do it, but then he wants to *tour*, and I don't have time for a tour. Unless we couple it with a user group tour..."

Φ

At what point in Borland's history did Starfish come into existence?

Starfish was started in January 1994 by Sonia Lee and myself. Sonia is a graphic artist and user interface designer who started focusing on building better software to manage people's lives.

She figured a lot of people had expended a lot of time focusing on managing businesses with software; Intuit had spent some time in managing personal finances. But very few people had focused on managing people's lives and helping people be more productive—for professionals who have kids, there's a whole bunch of balls that you have to juggle all the time, and no one was focusing on that.

She started Starfish to do that; sketched out a whole bunch of products and started building a few. I helped her out—didn't have too much time, because Borland was taking a lot of my time. But over time we started hiring developers and designing the software that you'll see in the Windows 95 time frame.

The focus was "Slimware," building simple products with very visual user interfaces and a new approach to dealing with all of this organizational communications type of thing.

Starfish started evolving, and then Borland took the turn of focusing on development and development tools. There were these two great products, Dashboard and Sidekick, at Borland, and Borland was looking for a home for them. Several companies were interested—they had a lot of potential because they're very good brand names and also good technology. Starfish made an offer that was more appealing than the other ones.

Dashboard is a productivity booster for Windows—it's something that makes Windows easier and more efficient. It's reviewed consistently as a great thing, and just won Editor's Choice at *PC Mag*. We're working on a version for Windows 95; we think that'll be an opportunity.

At first people say, "Windows 95 will bring world peace and solve world hunger," but the bottom line is that new operating systems mean new opportunities because they never do everything. Just like the Macintosh has lots of utilities and different things.

Instead of taking Sidekick into the realm of "We're going to build the best corporate-workgroup product," like Lotus Notes or something, we're looking at making it the best personal communicator. We believe that where you keep your address book, where you manage your time, is where you want to do these things from. If I want to send something to Dennis, I look you up in Sidekick and I want to blast a note to you; I don't want to change programs. The natural place to do that is in Sidekick.

We do a little of that today in Sidekick 2.0, but we'll do a lot of that in the Windows 95 version, which will be available when Windows 95 ships. The future of Sidekick is as your helper, your personal communicator.

This is a personal question, because I [Dennis] was the last known user of the Macintosh version of Sidekick—did you feel as connected to the Mac version as you did to the Windows/PC version?

We like the Macintosh Sidekick, but the Windows is the one where we've put a lot of attention.

But that's very interesting. As recently as a week ago, I started looking at every contact manager/organizer on the Macintosh, and they're so weak compared to what we do in Sidekick 2.0, that we were starting to say, "Maybe we should do something in there!" [*laughs*]

All these products have some interesting aspects to them, a lot of them actually borrowed from work we had done over the years, because as you know we kind of invented the category back in '84 with the first Sidekick. But nobody's done a great job on the Macintosh, which might be an opportunity. I'm not announcing that we're going to do something, but it's interesting to see that there's an open market.

We sure hope the Mac will be successful, but what we're seeing there is that a lot of the better software is done by people who see a bigger commercial opportunity on the Windows side. Because if you're a software developer, it's hard to develop software for a platform that doesn't have the volume, so the challenge for Apple is to get the volume up.

You were one of the first large companies to see that, back when you closed down your Macintosh side. Is it still just not enough critical mass for you?

What we see is that it's about 10% of the marketplace. That could shrink when Windows 95 comes out. We don't want that to shrink; it's good that there's a competitive market. But the challenge to Apple is to do what it takes to get a lot of Macs out there, whether it's clones or licensing the operating system. Something's got to happen.

If that were the case, it would make a big difference. But one of the key ingredients to getting good software is to have great tools, and one of the reasons Windows has an advantage is that today the development tools are better on Windows than they are on Macintosh. I think Apple has not paid enough attention to the tools market.

There are no tools such as [Borland's] Delphi in the Macintosh market. Developing a modern application today is a very complex challenge, because the level of software is such that a single person, or two or three guys in a garage,

have a hard time doing that level. It's not just the design and the development process; it's the quality assurance, the testing. Forget the distribution challenges, we'll talk about that in a second. But the act of developing an application is extremely complex, and that has to do with the tools.

Traditionally on the Mac or even on the PC you have to do it in C++, or in C, and that's a very complex process. The other category of tools that's been available has been more interpretive tools—you can build your Visual Basic application under Windows, or your HyperCard application on the Mac. But everybody knows that a HyperCard app or a Visual Basic app are toys. You can distribute it; it's good for a little medical application you write on the side. But it's never going to be the next spreadsheet or the next word processor.

The result is that it's very difficult for small companies to emerge in key markets.

About three years ago Borland went on the idea that a new kind of tools had to emerge, one that gave you the ease of design and conceptualizing what you wanted to do that you'd get from a visual development environment, and on the other side, the performance of a state-of-the-art optimizing compiler, which is what C++ does—it crunches your code into something real small and fast that can execute very rapidly. It allows you to do a number-crunching spreadsheet or a word processor that performs reasonably. But on the other hand, you need those rocket-scientist guys to build the software.

Bringing both together is something that people said couldn't be done. Bringing those two together was kind of a technology challenge that was met, and the reviews of the product are great.

A lot of people look at Delphi as a product that's great for client-server corporate applications, and it is. But what I think is much more important—the importance of Delphi in the next ten years, and tools like it, is that it will bring back the vision of having three guys in a garage being able to build the next killer app. Bring back creativity, if you want, to the software development process.

It seemed that in the last five years, the small company didn't have a chance any more; it had to be the Microsofts, Borlands, and Lotuses of this world that had to build the software. That's one of the things that Delphi can do.

I have the theory that the notion Wall Street and a lot of financial types have, that software is going to consolidate just like the car industry, is wrong. Yes, there's going to be consolidation. Maybe there's going to be more megamergers. But will there be small software companies, or software companies that can grow? We absolutely believe so, because unlike the car industry or the airplane industry, you don't need a factory, a plant, to do that. The only thing you need is what we have here at Starfish—we have thirty-five people, out of which twenty-seven or so are doing software development, and the rest are doing marketing and sales.

The incredible opportunity for distribution, we believe, is twofold. There's the explosion of retail—retail is the way most software is sold today. It's not as difficult as people think to be in retail.

If you have a title that people like, they'll just pick it up. For example, with Sidekick, at Starfish we came out with 2.0, and we became an instant retail hit. A lot of people said, "Oh, they'll never give you distribution at retail!" We got instant distribution, and we're already one of the two or three best-selling programs out there.

"The strategy was not to be bigger and stronger; the strategy should have been 'Let's be focused and do what we do best.'"

Sonia Lee, cofounder of Starfish

It's a bit like the hit in music—if you can't get your own label recognized, you can always find someone that will publish you if you have soemthing that's right there. That's what happens in the music business—you have this proliferation of labels out there. It's exactly the same story in software, that's what we're contending.

The second piece is the Internet, electronic distribution. We have our Web site up—our Web site is probably better than Microsoft's. Here we're thirty-five people, a $10 million company, and we can give as good service as this huge $4 billion company.

So what are you doing on your Web page?

We do tech support, we take orders. Not only do we take orders, we have downloadable thirty-day unlockable trial versions of our software. The problem with electronic distribution, though, is the size of what you want to distribute.

Which leads me to one of the principles that

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"I don't think there's any opportunity for any small company to compete with Novell PerfectOffice or Microsoft Office.

It takes three hundred people to write this kind of stuff, and it's not even fun. It is *not* fun to do that."

we're focusing on in this company—Slimware.

If you have something that fits on four or five disks, download times are very long. If it's on a CD-ROM, forget it—electronic distribution just doesn't work.

The concept of Slimware ties in with online distribution, because the download times are reasonable. On CompuServe, Sidekick 2.0 is available for download, the full product, and people get charged on their CompuServe account. On CompuServe it's been extremely successful; on the Internet shopping network, I think we're the most successful product right now.

One of the reasons, I think, is that everyone's building these huge pieces of software, and we're focusing on figuring out how you can make software small, fast, and compact, and very usable. This idea of Slimware is the idea of focusing on 80% of the functionality of a piece of software, that really will make it successful, rather than adding the last 20%, which will turn a one-disk product into a six-disk product.

And give you nothing extra that you can use.

That you *really* use.

So the idea is radical simplification of things. One of the key guiding principles of what we're doing at Starfish is focusing on Slimware, focusing on communications and particularly on telephony, and everything that's happened with the merger of digital communications and computers.

It seems like with a company of thirty-five, you can take time to make things slim, but when you've got a company with hundreds or thousands, just the political pressures involved make things fatter and fatter.

That's true—but one of the things we're looking at is setting the culture in the company. We're thirty-five employees today; a month ago we were twenty. We're growing fast; in this business you have to grow to some extent, as you know from your own business.

The challenge is to set a culture, a modus operandi that gets people to focus on building this kind of products. It's not going to happen just because you're a small company and you get to have your hands on everything, but because people have interiorized that mission, are fully empowered to make it happen, and make it happen.

That's what we're focusing on. Simple rules: Thou shalt fit thy product on one diskette. That kind of immediately limits things. People say, "I have to do all these things, I need a new release, and I need to fit it all on one disk. That means I have to streamline things."

We're back to one of the things that I think is going to be very important—software craftsmanship. The kind of people we have building software here are not coders, they're architects and craftsmen.

That's very important, software craftsmanship. It forces people to not put in everything they can think about, but focus on the difficulty of software, which is minimalism. The issue is never what you should do, it's what you should not do. It's like a Miles Davis solo. It's got less notes. You can hear a lot of notes, but they're not played, right? It's this minimalist approach.

How much is this enabled by being able to use and reuse objects, and not having to write code from scratch all the time?

Some of the guiding principles here are to use an object-oriented architecture and to reuse code. For example, in a lot of software we have there is a communications component, because we do a lot of things that are going to be tied to communications. Those components are going to be reused. The more they're reused, the more they're streamlined, the more they're debugged, the more they're efficient.

On the time management side, there are components that get reused. Same thing with the storage components. So the ability to build software by components, and reuse these components and keep on streamlining some core components that we use, I think helps a lot, and will help a lot as we grow. That's part of the challenge, to keep that going, because the natural temptation of a software engineer is to say, "Oh, I'll rewrite this thing because I can do it better than these guys." It's never the case, but it's always an illusion.

It's not art history, it's craftsmanship. As such, we want people to be those craftsmen.

And as time goes on, you expect to have an increasing library of objects that will be the foundation of the various products?

That's correct. The idea is that as you evolve and grow, you have an increasing amount of these components that you reuse. Plug and play, wire them into different apps.

Do you see a lot of products that can be done on one diskette, or are you pretty much done with the two you have?

We see, indeed, a lot of products that can be done on a diskette. As a matter of fact, we think that most products can be done on a diskette, provided that we focus on what people really use.

If word processors nowadays were focused on what people really use, you'd probably need half of a diskette. You take 35MB, and what do you really use?

We're not trying to do a word processor. Word processing per se is not something you do. What you do is you write a letter. You write a piece of email. You compose a fax or build a newsletter.

The focus we have here is looking at solutions—what do people want to do?—and try to see if we can do a good job of streamlining that process. People don't really want a spreadsheet—they want to do their budget. But instead we've given them this incredibly complex tool called a spreadsheet from which they

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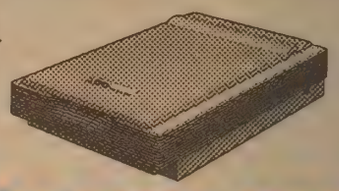

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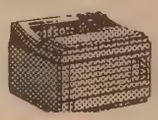

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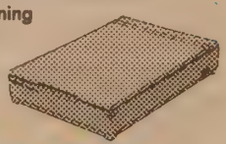

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have to derive their budget. It's not necessarily what most people would do.

We need to rethink, a little bit, how software works, and that's what Starfish is about, rethinking what people are trying to do, and analyzing what they are doing, and saying, "If that's what you're doing, is that the kind of software you need? Or would a piece of software that did this and this be a better deal for you?"

We're focusing on the solution, rather than have a solution looking for a problem. To a large extent those huge word processors are solutions looking for a problem, because most of us don't need to do endnotes with footnotes and cross-references across the document and multilevel subjects—when was the last time you did that? [*laughter*]

It wouldn't be so bad if you could use this stuff as modules when you needed them, but having to carry around all this excess baggage you'll never use is a pain.

That's exactly the point.

How did that happen? I think it happened because of a competition focused on winning comparative reviews in the *PC World*s, *PC Magazine*s of this world. It's a feature creep—"oh jeez, the other guys have the multilevel table of contents, and we need to have that!"

It's gotten ridiculous, and it's true for every category. It's true for your paint program. It's true for your draw program. People think they need Adobe Photoshop to do their usual little job, and it's not the case. We have gotten to the point where the box is heavier than the machine you run it on! [*laughs*] Your notebook computer is lighter than Microsoft Office!

Something's wrong!

It's starting to look like the UNIX manuals.

It is! It is! We're making fun of UNIX and all that stuff, but that's what we're doing. We're building this nuclear power plant when really what we want is a little bit of electricity and AA batteries do the job.

People will keep on buying those things and using them, but our focus here is radically differnt.

One myth we need to debunk here is that it's easier to write light software. It's not easier, it's harder.

It's like writing haiku for a living.

Exactly. It's being minimalist. You've got to spend a lot of time analyzing what people do, thinking through what people do. It's not like "I'm going to build a word processor so I have to do all these things." That's easy. Then you just try to fit it into a user interface. Here, it's "Oh, I only have one disk, and I need to solve this problem. How do I do this?"

It's much harder. You know this—writing something in one page is harder than writing the same thing in five.

I think that's an opportunity for people who have the creative juices and the impetus to make things happen. It's also an opportunity for smaller software companies to succeed. It's kind of the component software revolution.

Do you see the opportunity for small companies as being mostly niche markets, rather than competing head-on with the Microsofts and Lotuses in the mainstream applications?

I think there's a lot of opportunities like that, but I don't know what we call small niche anymore. Because if the big niche is Microsoft Office, Novell PerfectOffice, fine. But what will people use most of the time? It might not be those products, ultimately.

I don't think there's any opportunity for any small company to compete with Novell PerfectOffice or Microsoft Office. It takes three hundred people to write this kind of stuff, and it's not even fun. It is *not* fun to do that.

Are the people who buy Starfish products the same people that are buying Borland's?

No. Borland is now completely focused on the market for software developers worldwide, in partnership with companies such as Novell. That's who its customers are—ultimately professional software developers, or people who want to make a living that way.

Starfish is focused on everyone. What we're trying to do is software such that if you have a personal computer, you're going to want a copy of it. Hopefully we'll be able to let you know with some marketing vehicle that you might want one of our products, such as Sidekick or Dashboard.

Sidekick's an instant hit, though—it's done well for lo these ten years and never really disappeared from the scene.

It never disappeared, but we made one mistake.

In 1984 we invented this PIM category, and we didn't push it. We got distracted. That was probably one of our mistakes at Borland. Somehow we focused on this big developer-tool stuff, not realizing Sidekick, just like Quicken, was something that everybody could use, and we could be in that business.

Starfish is private now? You own some, and who else?

One hundred percent private. Me, and Sonia Lee, and the employees here, and Borland owns 10%.

No VC?

No VC, no venture capitalists.

Life is sometimes simpler that way.

Yeah—Borland never had venture capital. At Borland we did the antithesis of a usual startup—we started with nothing and ran it to $450 million, and never received any venture capital. It was one of the only software companies that way.

You're starting this company under somewhat different conditions than when you started Borland. There are some similarities of emphasis, like small-cheap-and-useful, the absence of hype, the lack of interest in feature wars—but the world is real different from what it was ten years ago.

In both cases, most people at the time, and today, are saying that it's impossible to do a new software company. In both cases, I think, they're wrong. They were obviously proven wrong before, and I think this time they're wrong also.

The dynamics are the same, yes. At the time, the dominators of the industry were Microsoft already; IBM, who was selling a lot of stuff; and Digital Research. Lotus was emerging when we started. Those were the players at the time. Today the players are Microsoft and a whole lot of other companies.

Why is it possible? We discussed that—it's that the channels of distribution are actually looking for other kinds of products, and customers are kind of tired of buying nuclear power plants every time they need to do something

And besides, once you've bought it, you've bought it. You don't go into the computer store looking for a new word processor every few weeks.

You got it! You're looking for something else, such as Sidekick, such as Dashboard. We are focused 100% on software that will help you communicate, help you get organized. We're

continued on page 156

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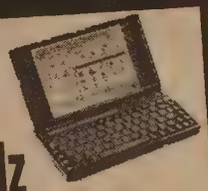

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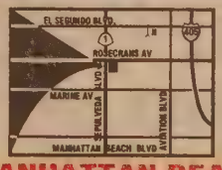

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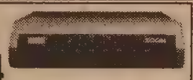

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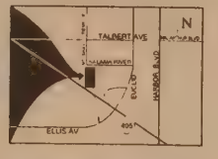

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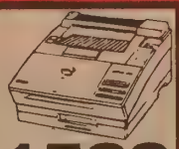

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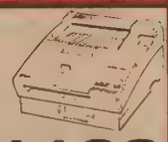

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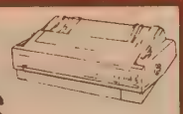

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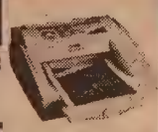

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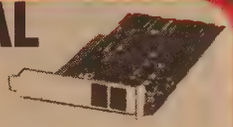

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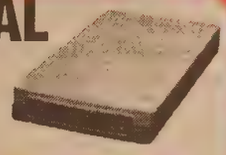

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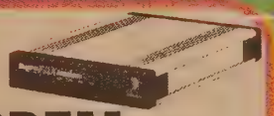

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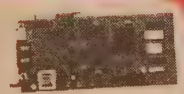

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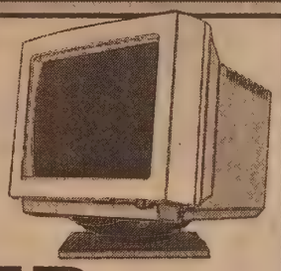

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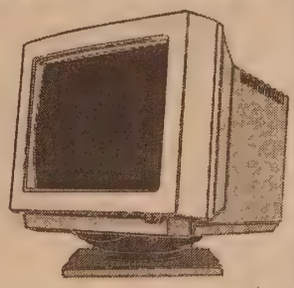

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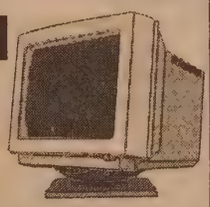

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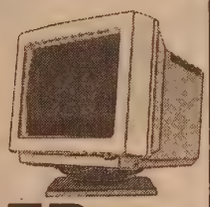

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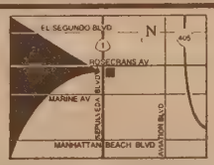

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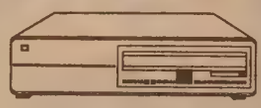

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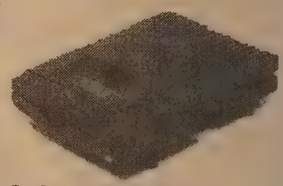

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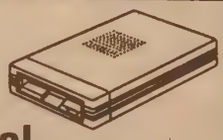

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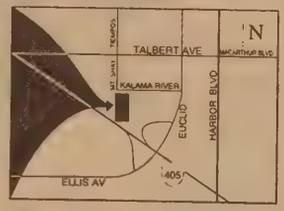

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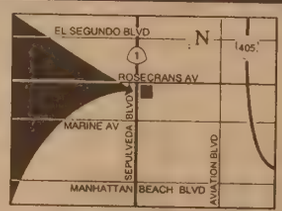

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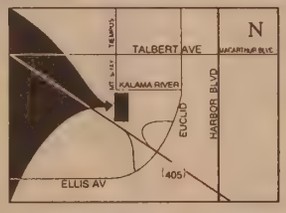

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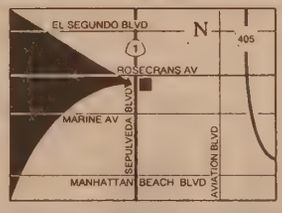

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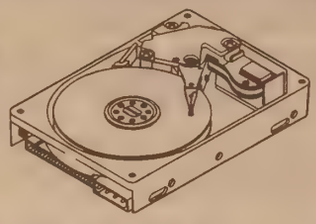

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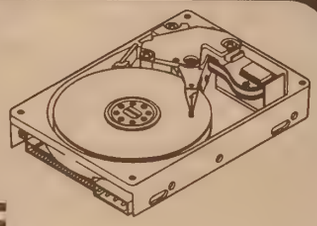

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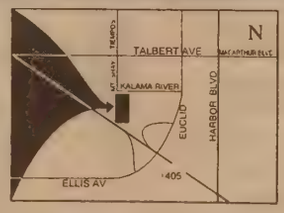

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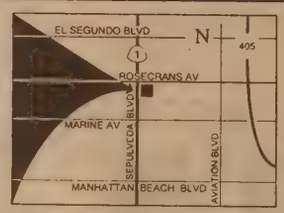

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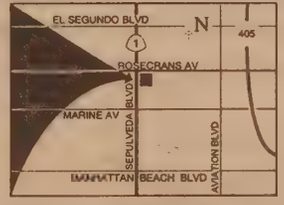

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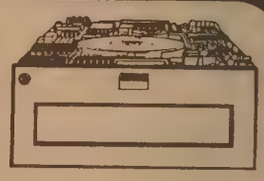

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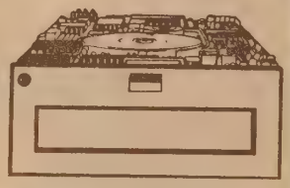

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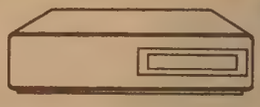

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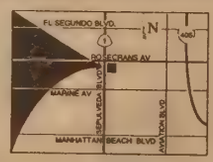

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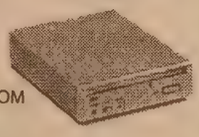

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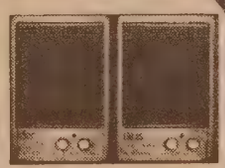

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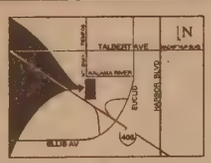

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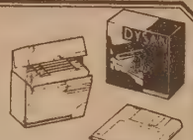

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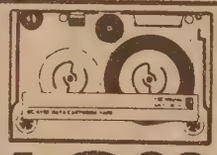

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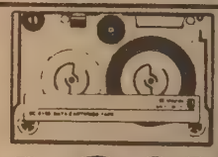

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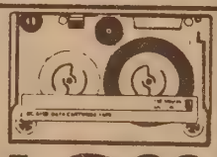

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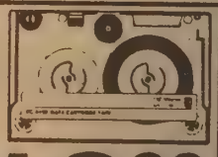

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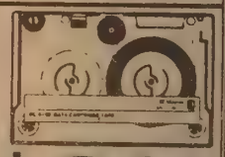

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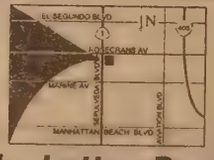

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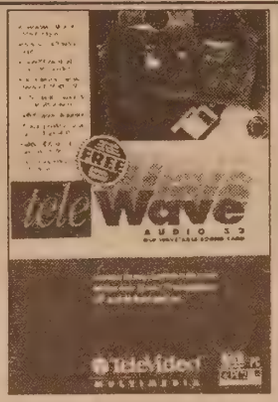

- DSP based wave table and FM synthesis combo sound board.
- 32 simultaneous stereo voice polyphony and General MIDI standard support with 128 instruments
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Advanced wavetable synthesis uses real instrument samples. It has the Digital Signal Processor (DSP). Features include Sound Blaster emulation, 16-bit stereo sound, 44.1kHZ record and playback, general MIDI compliant and a joystick port. It is upgradable to speech recognition game.

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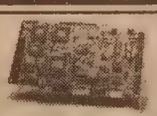

- 8 and 16-bit stereo sampling/playback from 4-44.1 KHz
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- CD-ROM interface for Creative Labs CD-ROM drives
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Portable PC-to-TV Encoder

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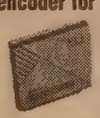

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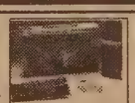

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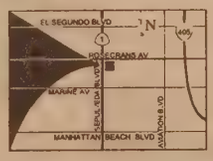

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- 11 Software Titles

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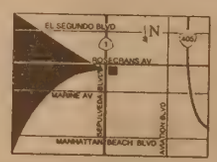

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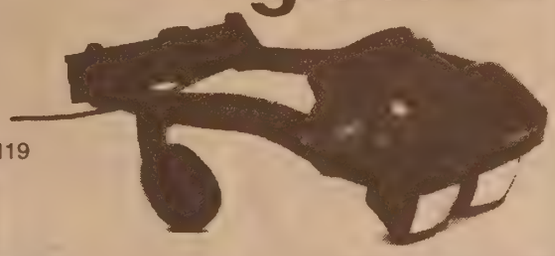

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Fully programmable stick with four 4-way switches, four buttons, and a two stage trigger! If that isn't enough for you, hold down the pinkie button and you double the functions!

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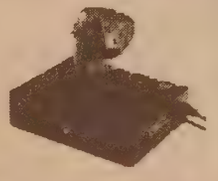

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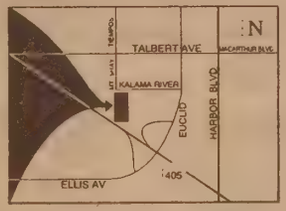

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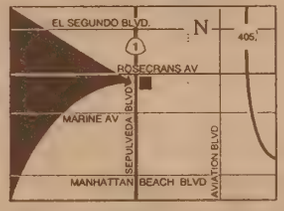

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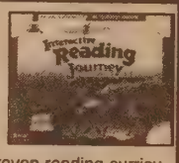

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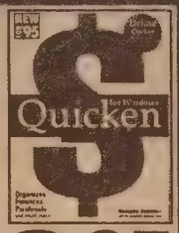

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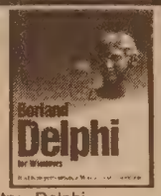

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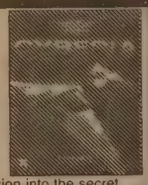

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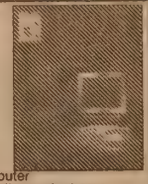

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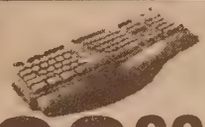

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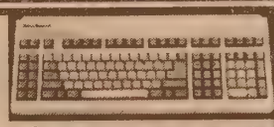

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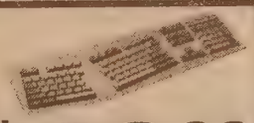

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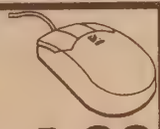

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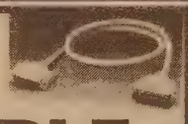

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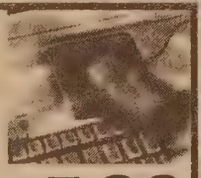

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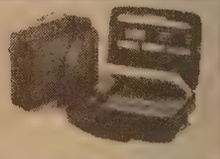

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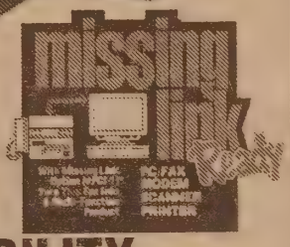

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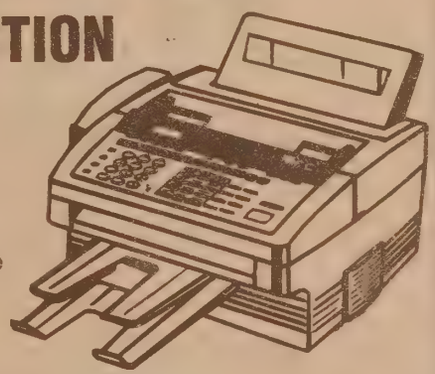

The Brother MFC-4500ML five-in-one multi-function center integrates five separate products into one compact desktop package! Fax features include 512K memory for 20 pages of document storage either for broadcasting or out-of-paper reception (upgradable to 70 pages/1.5MB), 200 sheet paper tray, 64 level grayscale, 124 number memory, and much more! As a printer for your computer this machine provides 300 x 300 dpi laser 6 page per minute output as well as 512K memory (expandable to 20MB), Optimized Windows driver, Intelliprint, 45 internal fonts, and Power save mode. Other features include multiple copying up to 99 copies with reproduction/enlargement capabilities, 200 x 400 dpi scanner with Windows PC and fax/modem. The ultimate fax machine for home or office is now available for just...

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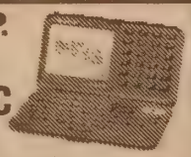
Model YO-110
#1741472

SHARP 128K ELECTRONIC ORGANIZER



The Sharp YO-370 is a pocket sized, personal information and time management tool that allows you to link it to a PC (with optional accessory). Keep a log of all upcoming projects and sort your list by priority. Track your business and personal expenses and summarize them by day or between days. It also stores birthdays, anniversaries and holidays and provides advance warning for these important events. Stores 1,680 names and numbers or 1,040 schedule appointments. (128K) all for the low price of...

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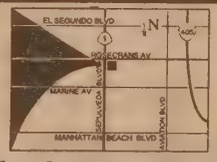

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This fully lined speakerphone comes equipped with three way conference calling, dual ringers, led line-in-use indicator, 32 number memory, busy redail, one-touch redail, and flash function for in office applications or with enhanced telephone company services for only....

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BY NORTHWESTERN BELL PHONES

WITH TIME DAY STAMP & 13 MINUTE CAPACITY

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Sony has taken digital technology to a new dimension with this beautifully -designed, all digital answering system. The variable-speed message playback controller allows you to speed up (to 1.6 times speed) or slow down (to 0.7 speed) playback of messages without changing pitch. In addition, you can skip, repeat or backspace messages. The multi-function LCD display functions as a digital message counter, clock, call timer, answer mode indicator, and back up battery strength indicator, while the voice time/day stamp automatically records the time of the message receipt after each message. An invaluable addition to any home or office at only...

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Model CP-900
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DIGITAL 900MHz DUAL KEYPAD SPEAKERPHONE

From VTech a leader in 900MHz cordless phone technology come this feature packed unit with 20 channel selection, a digital voice encryption system, out-of-range indicator, four programmable ringer types, one-way page, 10 number memory, mute, flash, hold, and last number redial all for the incredible price of only....

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MODEL DS-2430WR
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continued from page 124

not into the games business; we're not trying to do Doom or Heretic or one of these products—it's a different world.

In both cases, there's an incredible opportunity. One thing that's different is I think I'm wiser today than I was at the time. Some of the temptations—oh, let's build everything, let's grow, let's move into a fairly alien area like buying Ashton-Tate—we'll resist those.

Also, I think the incredible saga of Lotus and this lawsuit, fighting for five years on a position of principle, was the right thing to do. It's something that's really hurt our company a lot. But to some extent, that fight is hopefully behind us, and we hope that kind of sets the tone for intellectual property and that this will not repeat itself.

We certainly would have done some things slightly differently—the first court in Boston, Judge Keeton's court, obviously was...

In the pocket of [Lotus CEO] Jim Manzi?

[*laughs*] I didn't say that!

We should have done something.

You did try to get a change of venue...

Well, we tried, but I think that maybe we should have been more aggressive. We were playing this in a very ethical way, and we were hoping that the original court would find a balanced judgment, but we didn't have it.

So I think we're much wiser there.

The other area I think is different, where I think there's more wisdom, is the understanding of the process of the growth of the company. The idea of finding people and setting up a clear mission at first, so we don't err from that.

When Borland acquired Ashton-Tate, a lot of the original values in the company kind of disappeared. We became a much bigger entity, and it took a while—up until about six months ago—to just shrink it back to something we felt was more manageable.

From an industry standpoint, conditions are similar and different. Distribution channels are now much more receptive to simple component software because of what's happening with the Internet. There's something that's happening today that wasn't happening at the time, which is the convergence of computers and communications. That's, I think, something that wasn't happening at the time. What was happening at the time was the explosion of the personal computer in business.

Now the two factors that we see are the personal computer in the home, and digital communications and computers merging together. And I think those factors will help build Starfish.

Do you see little mobile communicators like Newtons and Envoys as an opportunity? Right now you're just in Windows, but in the future, a portable Sidekick?

There's not per se today a portable Sidekick, but there's a connection between a Sidekick on Windows and a Casio or a Sharp Wizard.

But a product like your favorite pager—[*waves pager*] the next generation of these is a two-way system and needs a hub. Part of what we're looking at is creating a hub in Windows with Sidekick. We believe when you go to two-way paging, this is much cheaper than cellular technology, because it's radio wave.

The latest ones do acknowledgement and send-back stuff—you can program them to say several things—yes, no, etc.; or when the person sends you a page, part of their message sends you an assignment of each one of these keys, so when you press one of these keys it means "Yes, I agree with the meeting," "No, I don't agree."

So it supplies its own answers?

Yes, because the answer is part of the question.

That's the next generation. Those pagers become great personal communicators, and I think the explosion is going to come from this side tied to kind of a PC-type hub; more, in my opinion, than a Newton, which is a nice device, but after all, how many devices are you going to have?

Our vision is yes, there's going to be little devices, but to a lot of people these pagers are cheap and communicate in an extremely efficient way. Envoy and all that builds on cellular technology, and cellular is expensive.

We believe that pagers, for example, are going to be a huge factor in home computing. Abstract from home computing, educational software, and those kinds of stuff, that's fine, that'll be very successful. But what are people going to *do* with their home computers?

I think people will want to give these pagers to their kids, to be able to page their kids, know where their kids are—because the next generation of these also has GPS or some locating device so you know where people are. We think there's going to be an explosion of that, and cellular phones are way too expensive for people to give to their kids. You're not going to give your kid a cellular phone, but you might give him a pager.

I think that's a very important piece of what we're doing. When we say "personal communicator," we're talking about making it easy to send something. You're in Sidekick, and "Oh, I want to blast Dennis! Bang!" It knows you've got one of those. It blasts it directly out. It's very simple and immediate. If you acknowledge it, that shows up on my screen. Then if I'm not around it automatically knows where I am and automatically redirects it to my pager.

There's a study that was made about these devices that include a locating system. They found out that most people loved the idea, except males between the ages of sixteen and forty. They absolutely did not want to be located. So there's a lot of implications of all this—Big Brother Is Watching You kind of stuff.

I think the next ten years are going to be very interesting. A lot of people make a lot of the Internet, and that's really important, but I think there's a whole other world of communicating besides setting up your home page and all these other things, which will always be kind of geekish. There's a geeky quality to that—setting up your home page, and people saying your home page is like a porch, and you make it nice like your house...

Well, only a certain category of people are going to spend a lot of time setting up their home page. I have something else to do other than setting up my home page, and I'm pretty geeky. I'm a developer, right, but I'm not sure I want to spend a lot of time doing that. But I certainly will spend time communicating with others and doing these things in Sidekick.

Plus, many times the Net's totally useless. It's great for surfing and having fun; it's an exploring device. Very few times do you do anything really useful on the Internet.

Taking this in a different direction and going back to the Borland days—did you like running a large company?

There's positive sides and negative sides to that.

The positive side is that you have a lot of latitude and a lot of budgets to do interesting things, things that you wouldn't do in a small company. The negative side is that because you have all these budgets, you tend not to have the same sense of urgency and pressure to make things happen. The *big* negative side is that you get consumed by things that are not necessarily what's most important, but sometimes what's most urgent.

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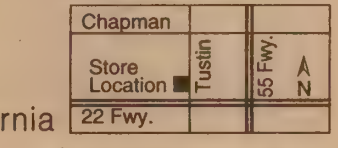

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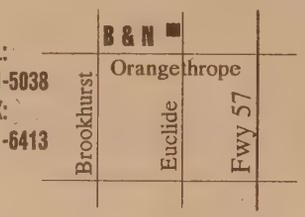

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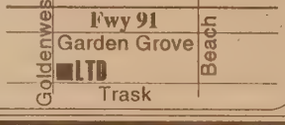

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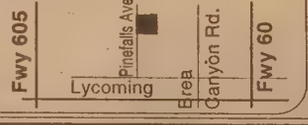

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Philippe Kahn...*continued*

But there's both sides of the story. There's things that Borland the company could do, like Delphi. If we wanted to build Delphi here, we could not do that. This is a big project, a three-to-four-year project with fifty people. To do that kind of software, you need a large company. That was the big advantage. To do Sidekick is more difficult in a large company because you don't want to do things in a large way. You want to be minimalist.

So I don't think large companies will be great at Slimware. Large companies will be great at building Novell PerfectOffice and Microsoft Office and products such as Delphi and Borland C++ or Visual C++. Those are the projects that fit a big company.

It was an interesting experience, though. That was a big multinational company. The advantage of a large company is also a multinational presence, places all around the world where you can actually build and sell software.

However, with Starfish we're already present in Japan—we immediately created a presence in Japan with a Japanese version of Sidekick, for Kanji Windows. Windows is not the clearly dominant operating system in Japan, but we think that within two years Windows will dominate.

Does the Mac make more sense as a market in Japan?

Yes, the market share of the Macintosh in Japan is much higher than the market share of the Macintosh anywhere else in the world. Macintosh has about 25% market share. One of the reasons is that Apple did a good job early on building a Macintsoh market, and Windows was late.

So to some extent Japan shows what Macintosh could be if it was managed in a competitive manner with Windows. They've had tremendous success in Japan, and they could do better. They could take it to 40%.

How do you handle localization issues when you're a small company like Starfish?

Well, we handle them carefully and efficiently. To build a Japanese version of Sidekick takes two engineers, so we have two engineers doing it. In a company the size of Borland, it's a project for fifteen people!

Which includes managers and people to spin information up and down the corporate ladder?

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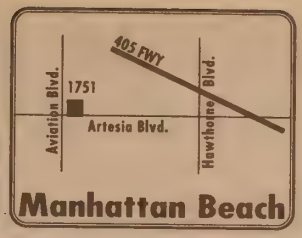

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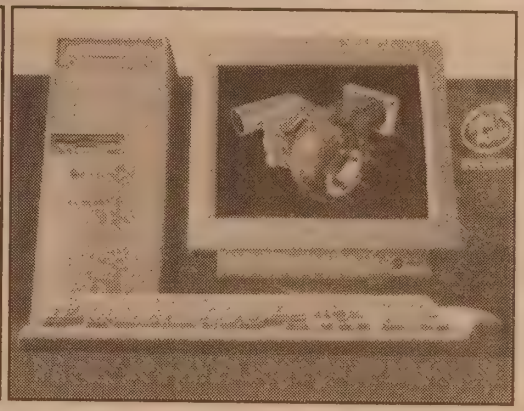

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Philippe Kahn...*continued*

much smaller scale with at least the same level of efficiency. So the challenge is to keep it in the right way.

What's your relationship with Borland right now?

Well, I'm the chairman of the company, and so I'm involved in everything that has to do with strategic partnerships, anything that has to do with working with the Novells of this world and all of that. I'm involved with anything that has to do with the technology, the vision, the product strategy, with what the company does. That's what I'm involved with. But I don't run day-to-day operations. Gary Weitzel's doing that.

You're still a stockholder?

Yeah, I'm still probably the largest stockholder of the company.

So you still want that company to do great?

Oh, absolutely. Not only do I want Borland to do great, but I think that the products and technology Borland has built with Delphi, etc. are extremely important to the industry. Delphi really makes it possible for three or four people in a garage to build the next hit.

That's not only my Borland hat; it's also a matter of growing the industry and making sure that ten years from now there's lots of software companies. It sounds kind of utopian, but I think it's very important. That's what led the PC revolution, and it's seemed like we're going to this concentration into large companies. I think that opening it up and making sure there are lots of software companies and lots of software creativity out there is very key.

The CD-ROM industry seems to be developing along the same lines as the record industry, with a lot of people doing individual products and finding a distributor. Do you see a lot of that happening in the software industry the same way?

Yeah, I think you'll have a full-service turnkey type of publisher, and you'll have people who set themselves up as independent publishers.

Would Starfish do something like that, if some guys got going with Delphi, for instance, and came up with something great?

Yeah, absolutely. We're not counting on that, but if some guys come up with something that fits in our strategy and our vision and are people we want to work with, we would entertain that.

Now our vision and mission is not that—our

vision and our mission is to build ourselves a lot of this stuff. But we would welcome that, absolutely, to be a publisher for these guys.

I think you'll get both sides. You'll get guys who say, "Hey, we've got distribution, we've got a name, we'll do that." And then there's the other side of the business, which is "We just want to develop something; we want somebody to distribute it, and we want to have royalties." Those guys will do well too, provided they find the right publisher.

You'll get new labels, because yeah, sure, they can go to Microsoft, but there are pluses and minuses to going with a product that you've developed to Microsoft. Or you could go to Starfish or somebody else.

There's always pluses and minuses. In a large company you can get lost, a lot of people get to see your software, so how do you protect your ideas when it's a large company?

You know that a small company makes a commitment to your software; it's an important commitment, they want it to succeed and you don't get lost. The downside is that you maybe don't have the power of a Microsoft getting behind something.

So how did Microsoft's acquisition of Fox play out vis-à-vis your acquisition of Ashton-Tate?

Well, they really pulled the rug out from under our feet.

The first thing we did when we acquired Ashton-Tate was to announce that we were dropping all the lawsuit stuff [*Ashton-Tate was, at the time, engaged in suing pretty much the entire dBASE clone community*]. Immediately as we did that, Microsoft went out and bought FoxPro. Which was fine, because we decided not to sue them...

And then they dropped the prices dramatically. MicroWarehouse ads have a FoxPro competitive upgrade of $19.95. That really pulled the rug out from under Borland, because from a $695–795 product, we're talking about a sub-$100 product. That made it very difficult; they really played hardball.

So where does all that stand now? What's happening with Borland's database products? Are they being redefined specifically as application generators?

A lot of that is the case. If you look at the latest *Infoworld*, it's got a comparative review of programmable databases, and they decided that Paradox was the best one by far, over Microsoft Access and all the others. Paradox is

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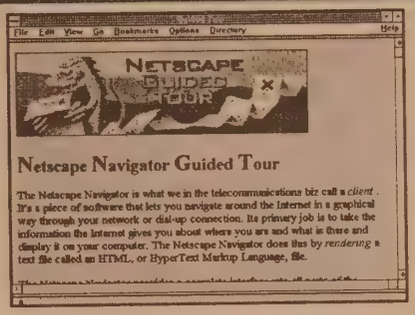
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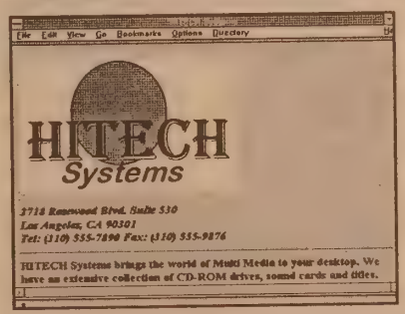
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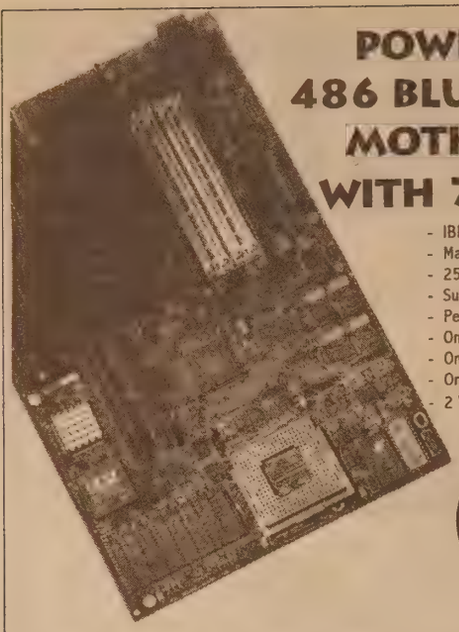

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Philippe Kahn...*continued*

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dBASE is probably the best product for the XBASE community. The XBASE community in the US has shrunk; in Japan or in Germany, it's still very important.

But the size of those businesses has decreased. The desktop database business for Borland is probably a sub-$100 million business.

Where have the customers gone—migrated up to Oracle and Sybase?

No, I think they're there, the pricing has just gone down. The units are actually pretty high, but the dollars are much less. There's been some competiton from Access—Microsoft established itself. There's still a reasonable number of units, but the prices have shrunk, and that changes the business.

It's a business that could have been a $400–500 million business, and it's now a sub-$100 million business. Ultimately it'll be a healthier business, very streamlined, etc., but that's been tough competition.

If you had it to do over again, would you acquire Ashton-Tate?

With 20/20 hindsight, the answer would be no, but that's always easy.

I think the strategy at the time was "Well, if we own Ashton-Tate, we will be bigger and stronger, and Microsoft is getting much stronger..."

I think that was a mistake. The strategy was not to be bigger and stronger; the strategy should have been "Let's be focused and do what we do best."

But, you know, you learn from that.

That was a big lesson.

How have the last couple of years been on you?

I think the last two years have been tough, for one precise reason—the criticism of the CDs, the criticism I got for continuing the Lotus lawsuit. We took this position of principle that we would not give in, because the issues that Lotus was bringing up were wrong, and if Lotus prevailed and we did not win an appeal on this, the whole industry would be seriously screwed. Because compatibility and a clear definition of what is copyrightable and what is not is absolutely key to this industry.

Lotus was contending, essentially, that chord changes were copyrightable. Not that software's like music, but if chord changes would be copyrightable, when's the next time you'd write a new song?

They'd all be done!

Right! Melodies certainly are copyrightable, but chord changes aren't. They're functional, and maybe you can get a patent on the twelve-bar blues, but you certainly can't get a copyright! I'm sure some obscure judge somewhere who's never heard a piece of music would be willing to decide to copyright chord changes, and some smart lawyer like Lotus's would be able to convince the judge that was the case.

That's really what happened. It's obvious when you talk about chord changes and melodies, but when it comes to talking about software it's pretty sophisticated.

What was really hard on me was the constant criticism I got for pursuing the position of principle. Lotus used this to basically undermine the company greatly, convincing Wall Street that we were going to have to spend $300 million paying them, we'd go out of business, and the Wall Street analysts believing that, and annoucing that we were going to go bankrupt.

That was really hard, because you're torn between two things—one way which is "Oh jeez, we should really settle this thing and let it happen"; the other says, "You can't *do* that!" There was so much criticism that it didn't

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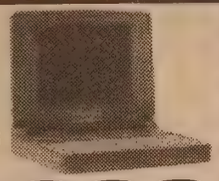

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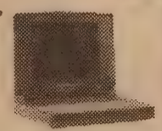

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Philippe Kahn...*continued*

make sense any more for me to continue in that position, and it was hard.

A lot of people say Borland's shrunk. Well, other companies have shrunk more than Borland, like Software Publishing. Actually, Borland is a leader in tools today. But that was hard.

What was the complaint about the CDs? You were paying for them with your own money, after all, not the company's. Where did the shareholders get off thinking they had anything to gripe about?

Well, what happened was that people assumed that while I was doing that I wasn't managing the company, it was a bad thing to do, and blah-blah-blah. "No value in doing this." That started fundamentally with criticism in different publications, coming from different shareholders.

It was the image.

You were fiddling while Rome burned?

Right. "You should not be doing music, you should be managing the company."

What people didn't realize was that part of what our customers liked at Borland was that personal relationship, and the fact that there was more than just software.

As a matter of fact we should have called them multimedia CD-ROMs, and nobody would have said anything about it! [*laughter*]

It was part of silly criticism, and I think when it rains it pours. I think the main issue was the Lotus litigation. I think Wall Streeet and a lot of the business commentators assumed that we were the bad guys, Lotus was right, we copied. It was in many publications—we were the bad guys and we copied the order in which the words appeared in the menus, and therefore we probably were bad guys.

Just like if we had written another twelve-bar blues, you know?

So according to the decision of the appeals court, if Paperback Software [a Berkeley company founded by Adam Osborne that folded in the wake of a judgment that its VP-Planner spreadsheet infringed on Lotus copyrights in the same manner Quattro was alleged to do] had managed to last this long, would they be okay too?

Oh, it's absolutely clear that Lotus put Paperback under in a totally unfair way. I'm glad you're bringing that up. It's clear that Adam Osborne was right, that Lotus destroyed a software company once, and tried to destroy Borland in exactly the same way.

If you took the ruling of the appeals court and applied it to Paperback, they would have been fine.

So is Lotus going to appeal the decision to the Supreme Court?

They have, they announced it last Thursday. They are appealing it to the Supreme Court. It doesn't go further than that.

We really hoped that that was behind us and that Lotus would stop spending money on lawyers.

But the Supreme Court may just decide "Forget it, we're not even going to look at this."

They just did that with Microsoft and Apple.

I think Lotus is wrong, that the Court of Appeals with three judges totally unanimously agreed on that, there's no question. Chord changes are not copyrightable! [*laughs*]

I think it'll be rejected and they'll lose again. Fundamentally I don't understand Lotus; they've spent tens of millions of dollars already in legal fees, and so they want to continue this. And they will lose. They will lose bigtime on this one.

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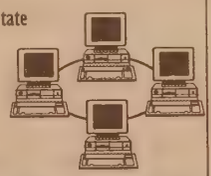

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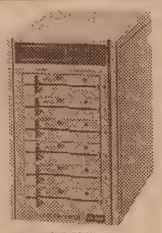

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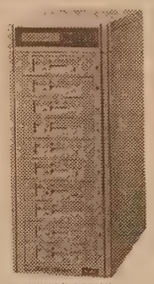

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Philippe Kahn...*continued*

It's wrong. It's yet more money spent on litigation rather than innovation. If I was a user of Louts products, whether it's Notes or SmartSuite or 1-2-3, I'd be very worried, because what they're telling users is that they believe that Notes APIs, Lotus 1-2-3 macros, are totally proprietary, meaning that if tomorrow Lotus stops evolving the product, you're stuck, because they'd sue anybody who'd build a compatible product, even without taking any copyrighted stuff.

It's even worse, if you think about it. If Lotus was right, Microsoft could close the industry forever. Because if anybody has some functional APIs to protect, it's Microsoft. It is amazing that Lotus can't see that—if Microsoft was using the same arguments that they're trying to have pushed in their decision, they would never be able to write a Windows app ever! It makes no sense! It shows that they have no clue what they're doing!

At the press conference when you guys acquired Paradox, you got up and said, "Of course this doesn't mean we're turning into a bunch of corporate assholes."

And you didn't. But you sure did get big, and you sure did have to deal with a lot of corporate bogosity you didn't have to deal with before. How do you propose to avert these problems from Starfish?

Well, I think we'll have the same philosophies, but there's things we can't avert. Like if we get sued by someone for some reason, well, we'll have to defend ourselves. If there's positions of principle we need to take, we'll take them; there's not much we can do.

Do we want to be big? That's not important to us. What's important to us is to make our vision of building personal communicators happen, to build solutions for customers. The consequence for this is to grow, and that's great. But growth for the sake of growth is not the goal of the company; the goal of the company is to provide the best software and the best service to customers, and as a consequence to grow.

Of course a lot of people here are excited—they're part owners of the company. That's exciting because it's a great opportunity—how many startups are there that actually reach the stage of passing $5 million in real sales? A lot of them never make it.

Growth has its attractiveness and has its challenges, and I think we're trying to take everything we've learned from the Borland experience and try to apply it here.

To give you an example—you asked about the Ashton-Tate acquisition. One of the mistakes we made when we acquired Ashton-Tate was that we did not hire a new team in charge of integrating both companies. I certainly had no experience, and certainly none of the people on the team had any experience.

And there was a lot of cultural difference.

Absolutely. And none of the people on our team had any experience. So we kind of laid off everybody.

We did not do this right. That's part of the execution side that could have been better, and if we ever do something like that at Starfish, we certainly would know better. It's bringing outside talent, not just having ingrown talent, and attracting the best people.

Today Starfish is trying to attract the best creative software engineering

types and architects in the Bay Area and other places. But what's very important here, unlike Borland where we were looking for very specific things, the kind of guys who like to build optimizing compilers, very special kinds of people—in the case of Starfish we're looking for people who have that vision of building small, focused software. We're not looking for people who want to be part of a team of fifty people building the same product, but people who want to be part of a team of three or four or five people.

Will you get involved in each of the products as they get developed?

I'm fairly involved in the products; that's part of what I do best, the architecture and the strategy. But you don't need to micromanage it. You can be involved in that at the inception of the product, or through weekly or biweekly reviews. You don't need to be there every day.

My role is to be the producer of the albums. I don't want to write the songs. I'm certainly going to make sure that they're polished; I might say, "Hey, how about this kind of song? We need this kind of song on this thing."

We only exist if we are successful with key products. The vision here is not to produce two hundred titles and to have five successful. The vision here is to produce very few titles but have them successful. It's focused on having very few and really crafting them.

Because our vision is that there's an opportunity to get into this careful crafting of each product. That does not mean micromanaging; that means working with the teams and empowering the teams, but still having a feedback loop with regular reviews.

Which is one of the things that happened very positively at Borland, it's still happening that way. Borland got criticized for a lot of things, but never for the quality of its products. That kind of process worked well.

How much time do you now devote to music?

The answer is usually "not enough." I try to play an hour a day or more. I don't play much with others, but I play a lot with records. In the last year I've been kind of secluded, but I get to play with a lot of good players on CDs! It's just so convenient, turn the CD on, it's three in the morning....

I've got a music studio in my home. I bought Leon Patillo's house, Carlos Santana's singer, and he had built a studio in the back. That's been great, because you can play at four in the morning and make as much noise as you want. So now it's a combination music studio and software development studio. It gives me an opportunity to play a lot at weird times—how can you get some musicians in and say, "Hey, let's play together! And by the way, it's going to be at three in the morning!" [*laughter*] "What? I got a life, you know!"

It's not enough music, and that goes with the territory.

One thing I don't do is play with computers and music.

You want *real* reeds.

Exactly. I spend so much time with computers that I just want to play. I want to blow on a horn. Blow on a flute.

Maybe if you do keyboards you want to program it more. But I have this resistance to MIDI stuff. I have Jammer Pro and all this stuff, but it's so boring! Here I am programming again! I just want to *play*!

I'm much more interested in that aspect of things. ■

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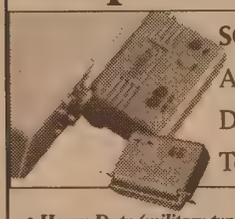

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Please call for prices on Matrox, Number Nine, Orchid, Hercules, and any other unlisted models.

MONITORS

Acer 34T 14" SVGA-NI (Green)D	$219.00
Acer 56L 15" SVGA-NI (Green)D	$329.00
Acer 76Z 17" SVGA-NI (Green)D	$569.00
CTX 1451ES 14" SVGA-NI	$219.00
CTX 1565GM 15" SVGA-NI (Green)D	$325.00
CTX 1562GM 15" SVGA-NI (Green)	$309.00
CTX 1765GM 17" SVGA-NI (Green)D	$572.00
MAG DX-15F 15" SVGA-NI (Green)D	$319.00
MAG DX-17F 17" SVGA-NI (Green)D	$589.00
MAG MX	call
Optiquest 2000DC 15" SVGA-NI (Green)D	$355.00
Optiquest 4000DC 17" SVGA-NI (Green)D	$649.00
Sony 15SF Multiscan 15" SVGA-NI (Green)D	$435.00
Sony 17SF Multiscan 17" SVGA-NI (Green)D	$855.00
Viewsonic 15G 15" SVGA-NI (Green)D	$365.00
Viewsonic 15 15" SVGA-NI (Green)D	$389.00
Viewsonic 17G 17" SVGA-NI (Green)D	$674.00
Viewsonic 17 17" SVGA-NI (Green)D	$785.00
Viewsonic 20G 20" SVGA-NI (Green)D	$1199.00
Viewsonic 21PS 21" SVGA-NI (Green)D	$1585.00
KFC 1511 15" SVGA-NI	$282.00
KFC 1507 15" SVGA-NI (Green)D	$319.00

Please call for prices on NEC, Sony, Nanao, Nokia M7 and any other unlisted models

KEYBOARDS

Sycan 101 keys	$15.00
Honeywell 101 keys	$29.00
Keytronic KT-2000	$25.00
Focus 2001 w/ hard dust cover	$32.00
Focus 6000 (soft click)	$23.00
Focus 7000 w/trackball	$35.00
Focus 8000 (calculator, soft click)	$36.00
Focus 9000 (programable calculator)	$46.00
Fujitsu 4720 (click)	$39.00
Microsoft Natural Hi-Tech	$89.00

CD-ROM DRIVES

Creative Labs Discovery CD 16 kit new edition	$255.00
Creative Labs Digital School House 16 kit	$250.00
Creative Labs 4x CD kit with 16 titles	$399.00
Creative Labs Entertainment CD 16 kit	call

CD-ROM DRIVES CONT.

Creative Labs Multimedia Office kit	$515.00
Acer 2x internal IDE	$98.00
Mitsumi 4x internal IDE	$175.00
NEC 510 3x internal SCSI	$195.00
NEC 511 4x internal SCSI	$319.00
Panasonic 562B internal 2x	$117.00
Plextor 4x internal SCSI OEM	$299.00
Plextor 6x internal SCSI OEM	$625.00
Sanyo CDR-94A 2x internal	$105.00
Sony 55E 2x internal IDE	$109.00
Toshiba 3502 4x internal IDE	$185.00
Toshiba 3602 4.4x internal SCSI	$349.00
Teac 55A 4x internal IDE	$179.00
4 CD titles	$12.00
14 CD titles	$37.00
16 CD titles	$42.00

Please call for pricing on Texel, Philip, Pioneer, and any other unlisted models.

SOUND CARDS AND SPEAKERS

Creative Labs S-B Basic	$69.00
Creative Labs Value Edition	$89.00
Creative Labs 16 MCD	$129.00
Creative Labs 16 MCD OEM	$79.00
Creative Labs 16 MCD ASP	$165.00
Creative Labs SCSI-2	$149.00
Creative Labs SCSI-2 OEM	$109.00
Creative Labs SCSI-2 ASP	$199.00
Creative Labs Awe 32 Value Edition	$225.00
Creative Labs Awe 32 ASP and wave MCD	$269.00
Winstorm 16 SCSI	$75.00
Mini stereo speakers	$8.00
MS-805 40w speakers	$25.00
MS-405 100w speakers	$42.00
MS-410 120w speakers	$47.00

Please call for prices on ATI, Cardinal, Diamond, Logitech, Roland, Orchid, Turtle Beach sound products.

MODEMS

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Smartone 9600/2400 internal data/fax	$31.00
Smartone 14.4 internal data/fax	$79.00
Smartlink 9600/2400 internal data/fax	$32.00
Smartlink 14.4 internal data/fax	$59.00
Smartlink 14.4 internal data/fax/volce	$75.00
Smartlink 14.4 external data/fax	$89.00
Smartlink 28.8 internal data/fax	$160.00
Smartlink 28.8 external data/fax	$189.00
U.S. Robotics Sportster 14.4 internal data/fax	$98.00
U.S. Robotics Sportster 14.4 external data/fax	$113.00
U.S. Robotics Sportster 28.8 internal data/fax	$219.00
U.S. Robotics Sportster 28.8 external data/fax	$239.00

Please call for pricing on Boca, Hayes, Supra, and Zoom modems.

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Colorado DJ-20 internal 250mb	$133.00
Colorado DJ-30 internal 350mb	$159.00
Colorado DJ-25 internal 700mb	$275.00
Colorado JT-20 external 250 parallel	$265.00
Colorado JT-30 external 350 parallel	$307.00
Colorado AB-11 external adapter kit	$38.00
Colorado KE-09 external drive kit	$75.00
Colorado FC-10 500Kb/s - 1mb/s adapter kit	$80.00
Colorado 1GB and 2GB internal and external	call
Conner Tapestor 250 internal	$135.00
Conner Tapestor 420 internal	$175.00
Conner Tapestor 850 internal	$275.00

Please call for pricing on DEC, Etabyte, I-Omega, Summite, Tecmar, and Wangtek tape backup systems.

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Qtronix 3 button serial mouse	$8.00
A-4 Tech serial mouse	$9.00
A-4 Tech serial trackball	$24.00
A-4 joystick	$17.00
Logitech Bus Mouseman	$62.00
Logitech PS-2/serial Mouseman	$43.00
Logitech PS-2/serial Trackman	$69.00
Logitech Cyberman 3D	$42.00
Logitech cordless mouse	$85.00
Microsoft serial mouse	$27.00
Microsoft bus mouse	$52.00
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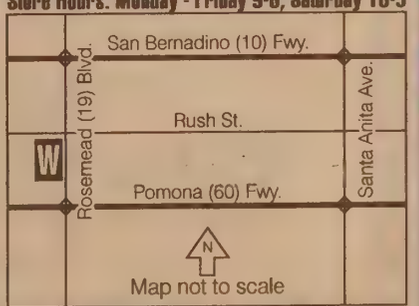

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- Hi Res. Mouse
- Mini Tower Case w/230W Power Supply

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Intel 486 DX4-100	$1540
486 PCI 66 MHz	$1500
AMD 486 DX4-100	$1460

- 8MB RAM .70ns, 256K Fast Cache
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- 101 Enhance Keyboard
- Hi Res. Mouse
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- 16 Bit Sound Card
- 14 CD Title
- 140 Watt Speaker

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Intel 486 DX2-66	$859
AMD 486 DX2-66	$829
Intel 486 DX-33	$809

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- 2 Serial, 1 Parallel, 1 Game Port
- 101 Enhance Keyboard
- Hi Res. Mouse
- Mini Tower Case w/230W Power Supply

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- 101 Enhance Keyboard
- Hi Res. Mouse
- Mid Tower Case w/250W Power Supply

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- 16 Bit Sound Card
- 14 CD Titles
- 140 Watt Speaker

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Intel 486 DXII-66	$1340
Intel 486 DX4-100	$1180
AMD 486 DX4-100	$1140
AMD 486 DX2-80	$1090

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- 3-1/2 1.44MB Floppy Drive
- 540MB IDE Hard Drive
- 32 Bit VLB 1MB Win Accelerator
- 15" .28NI SVGA Monitor Dig (1280x1024)
- 32 Bit VLB Controller Card
- 2 Serial, 1 Parallel, 1 Game Port
- 101 Enhance Keyboard
- Hi Res. Mouse
- Mini Tower Case w/230W Power Supply

Multi Media + $220
- 250MS Double-Speed (2X) CD ROM
- 16 Bit Sound Card
- 14 CD Titles
- 140 Watt Speaker

P5 PCI SPEED STAR PRO

P5 100 MHz	$2850
P5 90 MHz	$2690
P5 75 MHz	$2490

- Pentium PCI Mother Board
- 16MB RAM .70ns, 256K Fast Cache
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- 1GB SCSI II Hard Drive
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- 101 Enhance Keyboard
- Hi Res. Mouse
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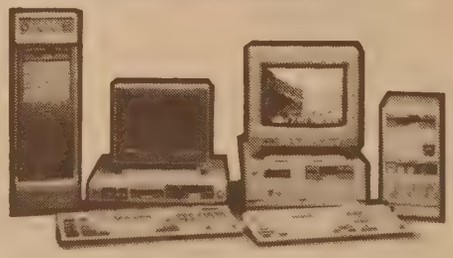

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Conner 1275A 1.27GB IDE	340
WD2420 420MB IDE	169
WD2540 520MB IDE	205
WD2850 850MB IDE	240
WD2700 730MB IDE	220
WD31200 1.2GB IDE	340
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Quantum MV420 40MB IDE	162
Fujitsu 2684SA 520MB SCSI	199
Maxtor 7546A 545MB IDE 12MS	185
Maxtor 7420A 425MB IDE	162
Maxtor 7850 850MB IDE	225
Maxtor 12760A 1.26GB IDE	345
Maxtor 1705A 1.0GB IDE	325
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Seagate 31230N 1GB SCSI	495
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Seagate 3660A 540MB IDE	169
Seagate 3491A 420MB IDE	157
Micropolis 1936 3GB SCSI 2	990
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Teac 1.44MB Floppy Drive	29
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Amptron 486DLC40 128K MC	115
Amptron 486 PCI	115
Amptron 386DX40 128K w/CPU	84
Amptron 486SLC33 w/CPU	58
Amptron 386SX40 w/CPU	52
Amptron 486SLC50 w/CPU	82
Percom 486VLB 33-100	86
IBM 486DLC75 256K VLB MC w/CPU	205
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VLB Super IDE w/AT IO	18
Super IDE w/AT IO	11
Promise VLB Enhanced 16550	55
Promise VLB Cache IDE	99
NCL 300R SCSI w/KIT	50
Adaptec 1522 SCSI w/KIT	325
Adaptec 1542 CK w/KIT	225
Adaptec 2742 EISA SCSI w/KIT	330
Adaptec 2842 VESA SCSI w/KIT	225
Adaptec 2940 PCI SCSI2 w/KIT	275

KEYBOARDS

BTC 5339 101 Key	$13
Fujitsu 4700 101 Key	36
Focus 2001 101 Key	30
Focus 6000	20
Focus 7000+ w/Trackball	34
Focus 8000 w/Calculator	34
Focus 9000 Programmable	44

TAPE BACKUPS

Colorado DJ20 250MB INT	$125
Colorado DJ35 350MB INT	145
Colorado JT20 250MB EXT	255
Colorado DJ25 700MB INT	359
Colorado PT25 2GB IDE	890
Conner 420MB INT	150
Conner 850MB INT	259

MICE & SCANNERS

Logitech Easy Touch	$159
Logitech 256 w/OCR	139
Logitech 32K Scanner	85
Logitech Color Scanner w/OCR	240
Microsoft Serial Mouse (OEM)	24
Genius Color Scanner	189
Genius 32K Scanner w/OCR	79
Genius 256K Scanner w/OCR	105

CD ROM

Sony 55E WO/CC Double Speed	$105
Mitsumi 400-4X Quad Speed	172
Panasonic 562/3 WO/CC Double Speed	110
NEC 501 Quad Speed SCSI	375
NEC 511 SCSI CD 4X	285
Teac Quad 4X AT WO/CC Quad Speed	160
Teac Quad Speed OEM	165
Toshiba 3601 SCSI Quad Speed	285
Plextor 43CH Quad Speed SCSI	375
CD Title (18 Titles/14 Titles)	35/33

VGA CARDS

ATI M32 VLB DRAM 1MB	$95
ATI M32 PCI DRAM 1MB	98
ATI M64 VLB DRAM 2MB	169
ATI M64 PCI DRAM 2MB	169
ATI M64 VLB VRAM 2MB	255
ATI M64 PCI VRAM 2MB	255
Diamond Stealth 32 VLB 2MB	145
Diamond Stealth 32 PCI 2MB	149
Diamond Stealth 64 VLB 2MB VRAM	260
Diamond Stealth 64 PCI 2MB VRAM	260
Diamond Stealth 64 PCI 2MB DRAM	165
Diamond Stealth 64 VLB 2MB DRAM	165
Diamond Stealth 64 PCI/VLB 1MB DRAM (OEM)	125
Diamond Viper SE VLB PCI 2MB	255
Trident 9000 ISA 512K	35
Trident 8900D ISA 1MB	55
Trident 9400 VLB 1MB	65
Trident 9420 PCI 1MB	68
Trident 9440 VLB PCI 1MB	70
Cirrus Logic 5428 1MB	65
Cirrus Logic 5429 1MB	69
Cirrus Logic 5434 PCI 1MB	89

SOUND CARDS & MULTI-MEDIA KITS

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Sound Blaster 16 MCD ASP	158
Sound Blaster 16 SCSI (OEM)	95
Sound Blaster 16 SCSI ASP	185
Sound Blaster 16 Basic Value	86
Sound Blaster 16 Basic (OEM)	70
Sound Blaster 16 AWE32	255
Jazz 16 Bit Sound Card AT BUS/IDE	50
Acer 16 Bit Sound Card	59
Discovery School House Mult-Kit	248
Discovery CD16 Mult-Kit	252
Discovery CD16 Value Mult-Kit	229

MODEMS & FAXES

Smartone 9624 INT FAX	$28
Smartone 14400 INT	58
Smartone 14400 INT FAX Voice	68
Smartone 14400 EXT	90
Smartone Pocket FAX	56
Smartone 28800 V34 INT FAX	159
Mitac 14400 INT/Voice	68
Mitac 14400 EXT	85
US Robotic 14400 INT	95
US Robotic 14400 EXT	105
US Robotic 28800 V34 INT	219
US Robotic 28800 V34 EXT	229

MONITORS

CTX 1565GM 15" SVGA Digital	$295
CTX 1562GM 15" SVGA	285
CTX 1451ES 14" SVGA NI	210
CTX 1451GM 14" SVGA LR, ES, NI	222
CTX 1765GM 17" SVGA	555
CTX 1760LR 17" SVGA LR	525
CTX 1785GM 17" SVGA	620
Samtron 428VS+E 14" SVGA	199
Samtron 428TX+ 14" SVGA NI	220
Samtron 528UXL 15" Digital	285
Samtron 728SXL 17" SVGA	579
Optiquest 1000S 14" SVGA NI	215
Optiquest 2000DC 15" SVGA Digital	338
Optiquest 4500DC 17" SVGA ES Digital	659
Optiquest 4000DC 17" SVGA	589
Optiquest 4000TC 17" SVGA	705
Optiquest 2082 20" SVGA	1120
Viewsonic 6E 14" SVGA NI	240
Viewsonic 4E 14" SVGA	199
Viewsonic 15ES 15" SVGA NI	310
Viewsonic V15G 15" SVGA	370
Viewsonic V17E 17" SVGA	655
Viewsonic 17G 17" SVGA	685
Viewsonic 17 17" SVGA	775
Viewsonic V20G 20" SVGA	1190
Viewsonic V20FS 20" SVGA	1310
Viewsonic V21FS 20" SVGA	1530
Techmedia 214C 14" SVGA	172
Techmedia 1400 14" SVGA NI	189
Techmedia 214C 14" SVGA	162
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Product Spotlight

UPDATES

Elektroson Inc. announced **price cuts on GEAR 2.5 PLUS** for Macintosh, the latest version of its full-featured CD-R formatting software, which is Power PC native. Prices are $299 for the ISO version and $799 for the multimedia version. Elektroson USA, 10 Presidential Blvd., Suite 125, Bala Cynwyd, PA 19004. (610)617-0850.

HSC Software is **reducing the price of Live Picture by 75%** to a suggested retail price of $995 in anticipation of its plans to ship Live Picture v2.0, which has several new features and capabilities. HSC Software, 6303 Carpinteria Ave., Carpinteria, CA 93013. (805)566-6200.

Individual Software has shipped **AnyTime for Windows v3.0**. The new version of the organizer program includes drag and drop, autodial, and automatic envelope printing, and is available for $24.99. Individual Software, Inc., 5870 Stoneridge Dr., #1, Pleasanton, CA 94588. (510)734-6767.

Mastersoft has released **Viewer 3.1**, an upgrade to its powerful file-viewing utility for Windows 3.1 which allows users to view files in more than 120 formats without the application that created them. Suggested retail price is $49. Mastersoft, Inc., 8737 E. Via de Commercio, Scottsdale, AZ 85258. (602)948-4888.

New England Business Service is offering **Page Magic as an upgrade to users of Publish It!** Page Magic can read all Publish It! files and comes with predesigned templates that are compatible with NEBS's line of preprinted business paper. Page Magic is available to users of Publish It! for $29.95 through June 30; its SRP is $69.95. New England Business Service, Inc., 20 Industrial Park Dr., Nashua, NH 03062. 1-800-882-5254.

ParcPlace released **VisualWorks J2.0** the first localized release of its client/server tool for developers who require the ability to write fully native Japanese applications. It is priced at $5500 for Windows 3.1J and Windows NT 3.1J, and $8500 for Solaris 2.3J. ParcPlace Systems, Inc., 999 E. Arques Ave., Sunnyvale, CA 94086-4593. (408)481-9090.

Semaphore is shipping **ZP4 v14.4 for Windows and Macintosh,** its address correction software with the US Postal Service's address database for the entire country. The price is $125 for CD-ROM. Semaphore Corp., 207 Granada Dr., Aptos, CA 95003-5007. (408)688-9200.

SourceMate upgraded its nonprofit accounting software **AccountMate Professional Fund Accounting to v4.0**. The upgrade features a completely new user interface and runs exclusively in FoxPro. $395 for single-user modules and $695 for unlimited multiuser modules. SourceMate Information Systems, Inc., 20 Sunnyside Ave., Mill Valley, CA 94941. (415)381-1011.

SQA announced the availability of **SQA TeamTest 3.1,** the latest version of its Windows automated client/server testing tool. The price of $2495 per seat includes sixty days of free 800 technical support and product upgrades. SQA, Inc., 1-800-228-9922.

Tally Systems Corp. released **NetCensus 2.5,** a software package that automatically tracks hardware and software components on networked and standalone workstations. Prices are based on number of copies: $15.95 per copy for one hundred, $12 per copy for one thousand, etc. Tally Systems Corp., P.O. Box 70, Hanover, NH 03755. 1-800-262-3877.

Product Reviews

Windows Software Reviews

Elastic Reality

Published By: Elastic Reality, Inc.
List Price: $495
Reviewed By: Douglas J. Nakakihara

Transform one person into another (morphing) or just bulge someone's eyes out (warping)—on a computer of course—with Elastic Reality. Using a basic concept of defining source and target areas, you create a sequence of frames (i.e., an animation) from the source to the target.

The interface to Elastic Reality is straightforward and extremely well done—it couldn't be much simpler. The manual also offers many tutorials. I was surprised how easy it was to get stunning results. Of course, you can get complex if you like, using freehand spline curves, tangents, control points, groups of defined areas, motion, and transparency envelopes, etc. You can also do keyframed morphs on image sequences.

To get an idea of what the final effect will look like, you can view a wire-frame-preview or quickly render any frame in the morph. Elastic Reality can also be used for direct image compositing, as well as creating black-and-white mattes for compositing.

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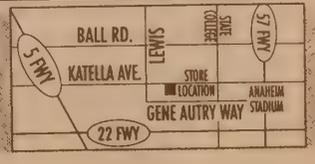


Product Reviews *continued...*

A program called Transjammer is included to do A/B roll-type transitions between images. It comes with many effects, but since it reads Elastic Reality project files, you can "roll your own." A wide variety of still and animation formats are supported. This package requires at minimum a 386, 4MB RAM (8MB recommended), and 10MB HD space. Elastic Reality is a high-end product that has been used in the production of many commercials, TV shows, and feature films. However, it is very easy to use and a lot of fun! (Elastic Reality, Inc., 925 Stewart St., Madison, WI 53713. 608/273-6585)

CLEAR OrgCharts for Windows

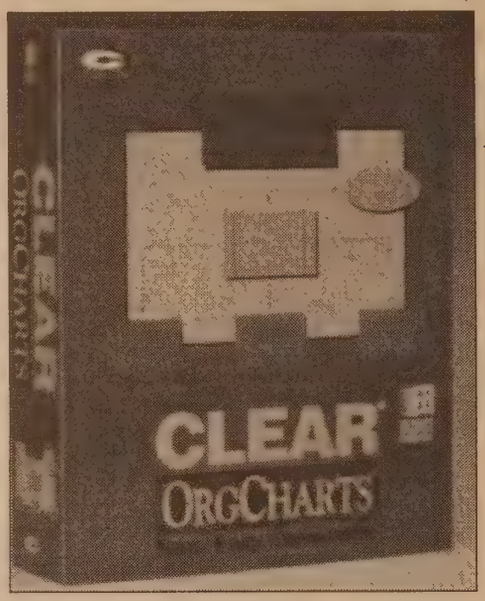
Published by: CLEAR Software
List Price: $99
Reviewed by: Woody Liswood

CLEAR OrgCharts, the latest addition to the CLEAR Software line of flowcharts, focuses on organizational charts. As a Human Resources professional I am a big fan of organizational chart programs. Whenever a new program is introduced, I am quick to test it to see if it can make my life easier. CLEAR OrgCharts is easy to use, does the job quickly, and within a LAN environment works with you rather than against you.

In the world of org chart programs, CLEAR is not the most complicated: it doesn't have the most features, and doesn't work from a database, like many of its competitors. It is, however, the easiest to use org chart program I have found—I had no difficulties getting the organizational levels correct and subordinates were easy to enter, always appearing on the printed charts where I wanted them.

CLEAR OrgCharts is fairly unique, presenting two windows: one illustrates how the chart will look, while the second window is where you type the organizational outline that builds the chart. The chart is built as you enter information within tabbed fields. As you tab across, you create boxes for various bosses and subordinates. The text that starts on the same tab level appears on the same organizational level. Vertical lines between text entries control how many lines of text are in the chart.

Additional charts, side by side on the same page, are also easy to create. For example, the



CLEAR OrgCharts for Windows

office of the president might include the president, the administrative assistant, and a set of vice presidents. However, three additional people also report to the administrative assistant. By skipping a line at the bottom of the tabbed page, you will start a separate chart on the same page showing the administrative assistant and all of the positions which report to that position.

One of the major hassles I have with organizational chart programs is how to display everything. Inevitably, there is always at least one box that seems out of place or incorrectly positioned. CLEAR OrgCharts offers a variety of display methods, called Diagram Artists. There are four of them, named after artists—Renoir, Rembrandt, Van Gogh, and Monet. In addition to these views, you can change the direction of the chart.

The feature which won my heart is the ability to print a complete chart on a single piece of paper. CLEAR OrgCharts automatically resizes everything to fit.

I have only one criticism of the program. Freelance for Windows, which I regularly use to create charts, lets me create multiple org charts for a single project; each chart is a separate screen, but they can be saved and printed together. This can be done in CLEAR OrgCharts, but only in an awkward and roundabout way. However, this is not enough to keep me from using this program. (CLEAR Software Corp, 385 Elliot St., Newton, MA 02164. 916/965-5019)

Educational Software Reviews

Shoot Video Like a Pro

Published By: Zelos Digital Learning
For: Mac or Windows
List Price: $49.95
Reviewed By: Pamela Mason

If you own a camcorder and want to learn more about how to get the right lighting, composition, and sound in your videos, Shoot Video Like a Pro offers a great beginner's overview of the professional basics. It covers everything from zooms, pans, and camera moves to choosing the right microphone.

In the Lighting section you enter a virtual studio where you can interactively change literally hundreds of light settings and apply them to a video shoot. I particularly like the simple line drawing animation of the scene (similar to a blueprint) that they show you before a video clip. This is a very powerful tool for conceptualizing a shot. It helps break down a scene compositionally into blocks or basic design elements, removing the clutter of all the real-world details, which helps you to learn how to "see" and plan the best possible shot.

There are tips on shooting weddings and how to make smooth transitions between shots instead of just making jerky "jump cuts." Also featured are tips for shooting sporting events, like sailing, and how to shoot portraiture video. This is a great learning tool with a nicely designed, clearly navigable interface. Save yourself countless hours of wasted footage by learning to shoot video like a pro. (Zelos Digital Learning. 1-800-345-6777)

Multimedia Typing Instructor

Published By: Individual Software, Inc.
For: Mac or Windows PC
List Price: $29.95
Reveiwed By: Pamela Mason

continued on page 221

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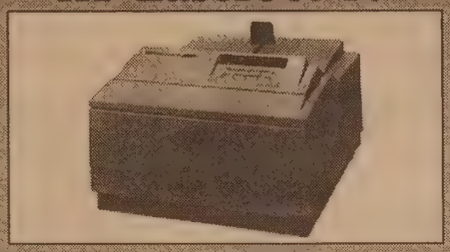

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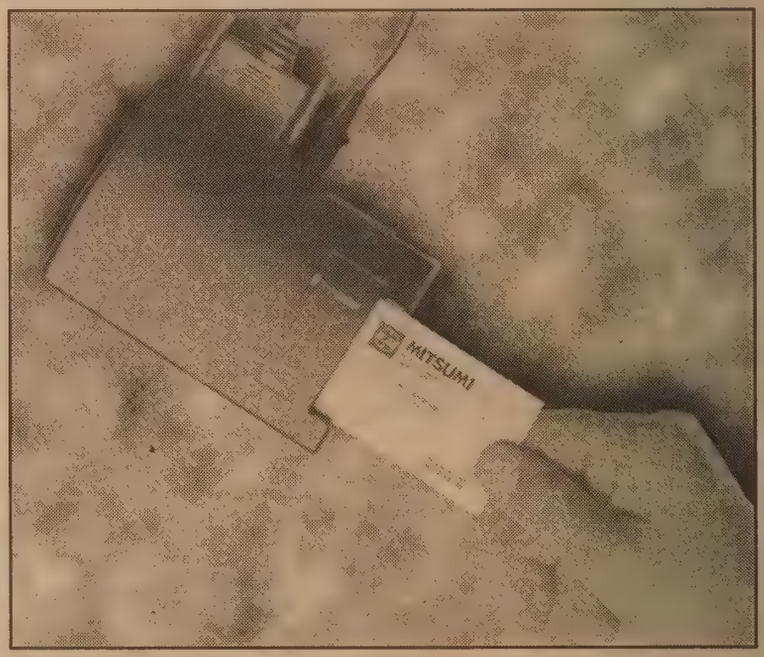

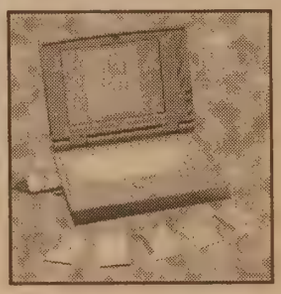

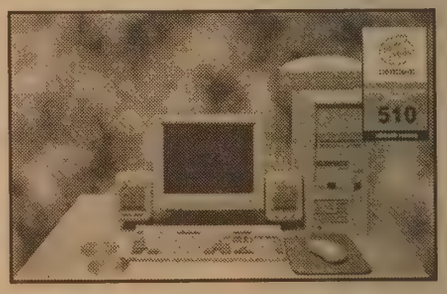

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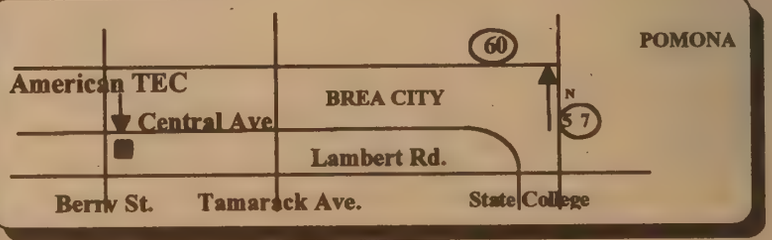

For the latest CD-ROM and software news & reviews, see our Product Spotlight section starting on page 172

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  Is It Pop? Or Is It Poop?
  Multimedia And The Music Biz 179
- **Creative Control With Bryce And Convolver**
  HSC's Graphics Tools Unleash New Capabilities 192

MULTIMEDIA 101

Is It Pop? Or Is It Poop?

Multimedia And The Music Biz

Talk about pop music, it's all around you" sang the artist known as M in his classic synth-pop single, "Pop Muzik," all the way back in 1978.

While we haven't heard much recently from Robin Scott, M's real name, it was something of a prescient song, predicting not only the increasingly global nature of pop music, but also the emerging new media channels for pop's consumption and the inexorable increase in demand for celebrity gossip and other information about musical figureheads.

But, despite those changes, the music business is still pretty much the music business and the basic product remains the same as it was then. Styles have changed, MTV has spawned the video dimension, but ultimately—in the mainstream at least—it's still about selling mega-units of (linear) ear candy. What M didn't see, and what the music industry is driving itself nuts trying to bring into focus, are the new vistas that computer-mediated music and interaction bring into sight.

Currently, CD-ROMs, along with whatever else you wish to define as interactive multimedia, are poised to become real outlets for popular musical and creative expression—hopefully with the power, elegance and reach of yesterday's finest music, along with something extra that will come from the mix of nonlinearity, music, video, and interactivity. Obviously,

despite the hype, there are still some fundamental problems to be solved in order for this state of cultural elevation to be actually delivered rather than merely promised.

In the meantime, however, multimedia does yeoman duty in its more pedestrian and ancillary, but still vital, dual roles as signposts to and repositories of pop music's more traditional media outlets. In other words, it's already yet another of those media channels, admittedly a relatively minor one, disseminating the supplementary material that endlessly loops back into the maw of the pop machine.

Witness such titles as Voyager's *People Weekly—20 Amazing Years of Pop Culture*, Digital Entertainment's *Back Stage With John Tesh*, and Sanctuary Woods' *Radio Active: The Music Trivia Game Show*. While this has so far been mostly a matter of driving by looking in the rear-view mirror, three of the products discussed below begin to break out of the old structures and point the way, however hesitantly, towards new forms of entertainment—and perhaps even culture.

BOB DYLAN—HIGHWAY 61 INTERACTIVE

Something's bugging me—and I know exactly what it is. Somehow the name of the man who pretty much invented both Dylanology and garbageology by going through Bob Dylan's dis-

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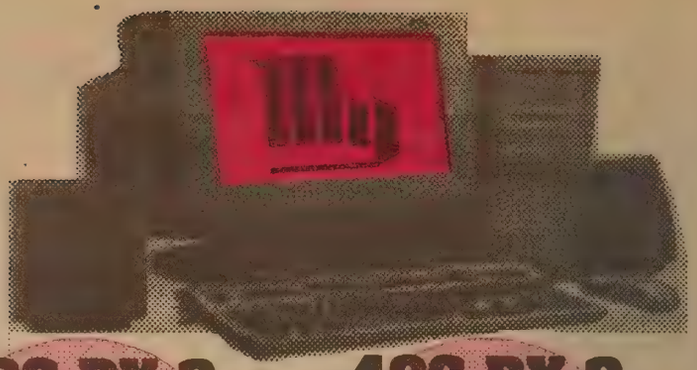

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IS IT POP? OR IS IT POOP? *continued...*

cards has exited my memory. I should be able to rediscover his name somewhere within *Bob Dylan—Highway 61 Interactive*—but I can't.

This title *is* stuffed with tons of good, even great, Dylan material that redeems it from being totally worthless, but it's such a disorganized hodge-podge that the frustration level rises above comfortable limits. The most glaring example is that while all of Dylan's songs are here with complete lyrics, they are only searchable by an alphabetical listing of titles or within each individual album release. You can't search for a memorable turn of phrase such as "watch the parking meters." In addition, this particular section is extremely slow to use.

Besides this, the CD-ROM contains six 3-D environments representing significant stages of Dylan's history, where you poke around to find various virtual mementos, newspaper clips, video clips, and alternative takes of "Like a Rolling Stone." There are also collections of concert tickets, backstage passes, childhood photos, adult photos, and Dylan's graphic art, as well as a timeline combining his history with world events. There's an early video of "Blowing in the Wind," a specially made video of "Masters of War," plus several performance videos. Many videos are of other artists slobbering over Dylan's genius.

And that's another major problem with *Bob Dylan—Highway 61 Interactive*. There's absolutely no critical evaluation of his work. Sure, the man has made some great music and influenced a lot of people, but let's face it, his greatest work came in the first third of his career—and this fact is mentioned nowhere. You'll basically learn more about Bob Dylan the artist in the less-than-two thousand words Dave Marsh uses in *The Rolling Stone Record Guide*. It makes no sense—and is not a service to the user—not to distinguish between the importance of *Live at Budokan* and *Bringing It All Back Home* or *Blood on the Tracks*.

While this is not the complete disaster of Graphix Zone's previous Prince Interactive CD-ROM (thanks to some improvements in this title's overall design and handling, but primarily, I think, due to Dylan's undoubtedly greater cultural significance), it is really a crying shame that the opportunity to produce a seriously evaluative multimedia CD-ROM work on Dylan was missed. I suspect that this has something to do with the murky issues of copyright and fair use, and the ways in which giant entertainment conglomerates and sensitive artists will allow their works to be used.

HEADTRAVEL

This CD-Plus has seven Red Book audio tracks of San Francisco-originated beep-and-burble-with-a-beat music, loosely falling with the electronic/experimental/dance genres. It's the sort of stuff I like some days but find rather bland on others.

This collection, however, is definitely a cut above the average. What merits its inclusion in this column is the first track, a CD-ROM data track with three consecutively running videos, lots of still photos of people dancing, DJs and other scenesters, reproductions of rave fliers, short loops from all the audio tracks, an interactive issue of *XLR8R* magazine, and several advertisements for DJ, media, and design outfits in the San Francisco underground dance scene.

It is really a ***crying shame*** that the opportunity to produce a seriously ***evaluative multimedia*** CD-ROM work on Dylan ***was missed.***

The design is pretty funky and unpolished, although the interface has a couple of innovative features that work well if you can accept a bit of looseness. This is a CD-ROM that reflects the experience it depicts with a spirit of authenticity. It's a real cultural document and a genuine celebration of a vibrant community.

I'm generally skeptical of CD-Plus but *HeadTravel* shows that it's possible to do something worthwhile with it. If the big record labels could come up with something even half as valuable, I'd be surprised. A coalition of San Francisco independent artists known as the Pacific Collective produced *HeadTravel*, and it's distributed by the LA-based Moonshine label through both record stores and, hopefully, software outlets at a standard audio-only CD price.

ROCK & ROLL ART—FAMOUS CONCERT POSTERS

Screen savers might be stretching the definition of multimedia a bit, but *Rock & Roll Art—Famous Concert Posters* certainly has a musical connection, acting as cultural repository, even though the product itself contains no music.

Basically, it's a collection of thirty-three posters by artists such as Victor Moscoso, Stanley Mouse, Alton Kelley, Rick Griffin, and others for Family Dog Avalon shows back in 1966, 1967, and 1968. It works fine as a screen saver. The art looks great and this early psychedelic art is an interesting contrast to current psychedelic and cyber styles.

However, the art is now presented in a digital medium, and I'd prefer to see advantage taken of the medium's capabilities instead of simply having a randomly selected poster appear on my screen every so often.

Specifically, I would like to be able to sort and order the posters by such categories as graphic artist, musical artist, and chronology. I'd also like to be able to page through them and have some more background information provided. Considering the famous illegibilty of the originals, it might be a silly request but I'd also like a translation of their contents. As it is, it's even harder to read them on the computer screen than as first printed on paper.

Rock & Roll Art—Famous Concert Posters has a couple of design problems even as a mere screen saver. When it installs itself on your hard disk, it doesn't tell you where it's been installed and it appears under the company's name rather than the product name, which adds to the cognitive dissonance. It's also fairly bulky, being a collection of richly detailed and colored images.

However, once in the digital domain, the art is ripe for updating to an even higher psychedelic level, which makes the product definitely worth owning. I suggest opening the files with Dynaware's Kirei!, which will allow you to add an awesome and very cool kinetic element to the

IS IT POP? OR IS IT POOP? *continued...*

static originals. (More details on Kirei! in next month's column.)

THE GROOVE THING

The Groove Thing bills itself as "a visual jam," and it's certainly a tasty piece of eye candy. There are also loopadelic sounds in three contemporary styles. There's High Pulse, which is pretty beaty in a techno style; along with Zen Riffs, surprisingly engaging in a drifty ambient way; and Nature, which is an assortment of environmental sounds, usually very irritating, but in this case acceptable. Generally the music is a bit on the generic side rather than bursting forth with any real personality. Each of these styles has nine "kaleidoscopic visions" that go along with it, or conversely each of the nine kaleidoscopic visions has a choice of three musical accompaniments.

Using on-screen controls, keyboard commands, or a pull-down menu you can control various attributes of the graphics such as the line weight, the symmetry of the kaleidoscope, the color palette, the number of tiles on the screen, full-screen display, or a smaller window. There are also controls that let the computer randomize a couple of the functions.

Besides selecting the musical style, you can control the volume or run the visuals silently from the pull-down menu. In addition, you have the choice of enabling sound effects, which are triggered from the keyboard and include a variety of plinks, plonks, drum beats, and assorted samples. Some of these are pretty well known, such as Aisha's fabulous "aoaoaowowowoa" chant, originally from her 12-inch single "The Creator," but heard more widely on The Orb's "The Blue Room." Different keys trigger different samples depending on which kaleidoscopic vision you're currently enjoying, so mapping out the keyboard to develop any real sense of control is a lot of work. In addition, some keys not only trigger a sample but also change some graphic attributes, so your control is limited there also.

However, it's actually a lot of fun messing around with all these things and figuring out what happens in various combinations. The kaleidoscopic visuals really are gorgeous, but I was disappointed that there didn't seem to be greater correlation between the music and what happened on screen—and more disappointed that the visuals seemed to look better when I didn't do any of the work but let the computer randomize things over fairly extended periods of time.

In addition to all these features, *The Groove Thing* can also "listen" to a line signal through the mic input on your computer and thus change the line weight with any music you choose or your voice. Guess what? Bigger beats make the line weight go up and down faster than quiet flowing music—but the effect is not quite as staggeringly wonderful as I'd hoped, and unless you have another output from your

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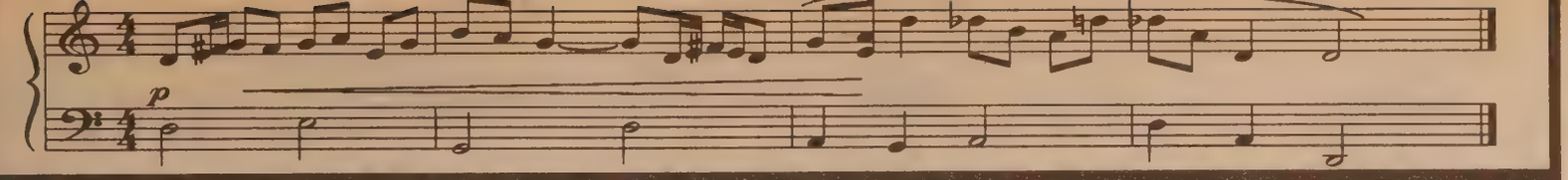

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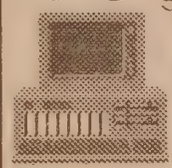

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The Groove Thing can be used as a screen saver as is, although it's not really designed that way—you'd have to remember to turn it on before wandering away from your desk. If you have After Dark, there are also some files on the CD-ROM that can be unlocked for an additional fee to work in a more automatic way as After Dark modules.

At a $49.95 SRP *The Groove Thing* would perhaps be a little pricey, but at a street price of around $30 it's well worth checking out. *The Groove Thing* clearly points towards a new category of musical/visual toys. It might quite easily be able to evolve into a variety of cultural expressions with more nutritional substance than its current candy nature.

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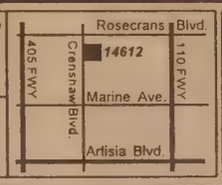

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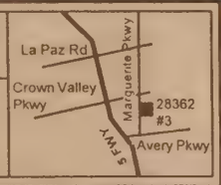

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IS IT POP? OR IS IT POOP? *continued...*

genres of music, alphabetically by artist, or by whether the clips are video, audio, or only available over the phone. It's fast and, while you might quibble over the details of which genre category an artist might fit into, I had no trouble finding relatively obscure artists by searching alphabetically in the All category.

The first issue of the CD-ROM is based on *Rolling Stone* magazine's *1994 Rock & Roll Yearbook* for content, but includes some fairly up-to-the minute releases, such as Massive Attack's "Prevention." Each release is treated separately; thus Jimi Hendrix, for example, has entries under both "Blues" and "Woodstock." There's a review of each release or a synopsis of several reviews along with a complete track listing and a discography, which is, alas, not always complete. Negative comments appear not to have been included.

The phone service worked well when I tried it, given the limitations of phone lines and tiny speakers along with the need to navigate a huge information tree using only twelve keys. You can access artists either by spelling their names (and think of how a name like Black Uhuru translates on those twelve keys, 25225 84878, and the competing names of Black Sabbath, Black Sheep, Black/Note, Blackfoot, Blackgirl, Black Hawk, and Blackstreet, but the system responded pretty much instanteously at the first "U") or more conveniently by using a five-digit code that unfortunately comes (so far) only with the accompanying booklet rather than on the CD-ROM.

All told, this is a massive project and has been done better than acceptably well. It's not designed to be a multimedia music encyclopedia, but you could certainly use it for a limited amount of reference. The prices are competitive with retail stores, especially if you're buying more than one release, as there's a standard $3.95 shipping charge regardless of how many titles you order. I don't think it's a complete replacement for stores, however, even with the preview advantages it offers. There's a certain social element to stores along with some serendipity in stumbling across something obscure that you'd never find elsewhere. I even use stores as a gambling substitute, buying stuff I've never heard of just because I like the artist's name or the sleeve design—sometimes I win, sometimes I lose!

Additionally, for the real music junkie, a quarterly offering is not enough—shipments of limited pressings come in from Europe every week, the vast majority of which never have American release. And, like every store, MusicNet simply doesn't have some artists or releases in its inventory—there's no Psychic TV or Adrian Sherwood, for example. However, MusicNet is aware that there's room for improvement and already has plans to add other features and, no doubt, artists.

The history of innovative and alternative systems of music retailing has had some great successes in the past, as well as some perplexing failures. There's obviously been a lot of thought put into MusicNet and it's a system that deserves to be checked out. It will be very interesting to see how MusicNet evolves over the next year or so. ■

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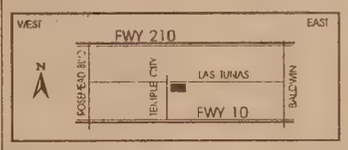

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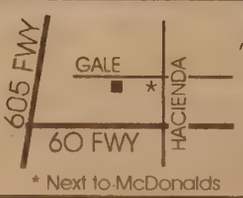

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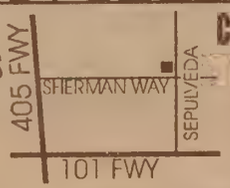

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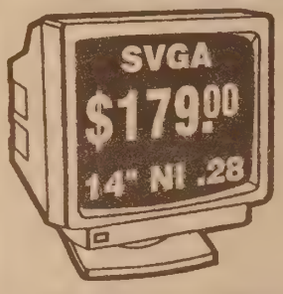

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Amiga Happenings

New Products And Rumors; Advice If You Just HAVE To Buy A PC.

The word on the street is that NewTek will announce at NAB (April) a new version of the Flyer that runs in an IBM-compatible computer. However, since there will be no PC Video Toaster, all of the Flyer transition effects will have to be rendered frame-by-frame.

The Amiga Flyer's ability to do real-time transitions via the Toaster is a big part of its appeal. That competitive edge will be missing with the PC version. This will make it harder to differentiate the Flyer from the hordes of competing products. Furthermore, hype in the PC world runs rampant, so it may be difficult to convince the buying public that NewTek has built a better mousetrap.

AMIGA COMPATIBLE

Also at NAB, MacroSystem of Germany and its US distributor, NoahJi's, are expected to show a working prototype of its '060-based AmigaDOS-compatible computer DraCo. (I am told that they have just received the first five prototype machines.) The main purpose of this product is to provide a home for a special version of its nonlinear product VLab Motion (see last month's Amiga installment).

If they can demonstrate that it will run most of the mainstream Amiga software, it may

breathe some much-needed new life into the dying Amiga market. However the '060 chip itself may cause some software incompatibilities. MacroSystem has been talking to Amiga software developers about any necessary code modifications.

They have also reached an agreement with Elastic Reality (formerly ASDG) that will allow ADPro and MorphPlus to be bundled with every DraCo. Their licensing arrangement includes the source code, so perhaps we will see further development of those products, which should benefit all Amiga owners.

I'm told that a video slot could be added to DraCo without much problem or cost. This could provide a new home for the Video Toaster. However, the Toaster software would have to be rewritten using standard OS calls in order for it to be compatible with DraCo, which is a problem. Attempts have been made to work something out with NewTek, but nothing has happened yet. There may be a meeting between representatives of the two companies during NAB.

The great thing about DraCo is that Amiga developers can continue to develop Amiga products. Remember, the question of compatibility should only arise when running Amiga applications on DraCo. If the app runs on DraCo, it should be backwards-compatible with existing Amigas.

BY DOUGLAS J. NAKAKIHARA

AMIGA *continued...*

ANOTHER ONE BITES THE DUST

On a sad note, *Amiga World* has apparently suspended publication. *AW* has been with the Amiga since its inception and will be missed. However, advertising makes the world go 'round—at least in magazine publishing circles—so this should bode well for *Amazing Computing*, now the only US general Amiga-specific computing (printed) magazine. Amiga advertisers will now have little choice if they want to hit their target market.

COMMODORE

The Commodore situation continues to be unresolved, with two new parties, Escom AG of Germany and an unidentified US concern, entering the bidding process. However, reports indicate that a bid from Escom has been officially accepted by the trustees. This supposedly triggers a final auction of the Commodore assets, which is to take place very soon. We shall see...

PRODUCTS KEEP COMING

Even in light of the Amiga's uncertain future, new products and upgrades seem to keep on coming, some of them quite major. In addition to Flyer and VLab Motion, there are upgraded versions of ImageFX, WordWorth, Pegger, Final Writer, PageStream, TypeSmith, WaveMaker, LightWave 3D, VideoToaster software, and DeluxePaint (due soon), as well as entirely new products like Alpha Paint, World Construction Set, and many LightWave 3D enhancement programs. There are many other titles, including a slew of games and CD-ROM collections. So it's not as if there is nothing new for Amigans to spend their money on.

HANG IN THERE

Call me an optimist, but I believe the Amiga still has a future. If nothing else, the eventual resolution of the Commodore situation should provide a source for spare parts for years to come. Furthermore, the upcoming release of DraCo seems to assure continuation of the Amiga at least in spirit.

I think a lot of users are becoming too concerned about "having to" move to another platform. If your Amiga meets your needs, stop worrying and sit tight. If you are a really serious gamer, how can you go wrong with a Sega Genesis or Super Nintendo? The PC platform (and Mac for that matter) is in a big transition right now in terms of bus standard, CPU, OS, etc. Now is not the best time to sink a big chunk of change into a PC and the necessary software. It is basically a crapshoot right now.

If you're using your Amiga for business, consider upgrading to an '040, if you haven't already. '060-based accelerators should be shipping by summer. This will put a lot of pep into your machine for a lot less money than changing platforms.

The old saying "you get what you pay for" is applicable to PCs as much as anything else. Don't shop based on price alone and realize that a "quality" muscle machine is going to cost a premium.

MOVING TO THE PC WITH LIGHTWAVE 3D

If you're a LightWave 3D fan and considering a move to a PC versus upgrading your Amiga, there are some serious things to consider. Although LightWave 4.0 is expected to run under Windows 3.1, most professionals are using Windows NT.

Why NT? Well, a huge reason is long filenames. Remember Windows 3.1 still runs over DOS, so you are limited to the 8+3 filenames. This means you'd have to rename all of your object and image files, including image maps used for surfacing. It has also been reported that LightWave will run about twice as fast under NT on the same machine. Another NT benefit is that it is a pre-emptive multitasking OS, like AmigaDOS. (Note: Windows 95 is supposed to have long filenames and pre-emptive multitasking.)

Since NT is not a mainstream OS, you need to be more concerned about hardware compatibility for things like the controller card, video card, etc. Either NT must have the drivers already included, or the peripheral maker must provide them. Furthermore, I've been told, installing and running NT is no walk in the park.

MORE MUSCLE

Although a 486DX2-66 reportedly beats an '040/40, the upcoming '060 should be pushing Pentium speeds. Therefore, if you're going to get a PC, it doesn't make any sense to get anything less than a 90 or 100MHz Pentium. Unfortunately, I have observed a very high failure rate among Pentium PCs—and I'm not talking about the highly publicized Pentium bug. My guess is that some clone manufacturers are using components that are not up to the task of dealing with this high-speed processor.

The old saying "you get what you pay for" is applicable to PCs as much as anything else. Don't shop based on price alone, and realize that a "quality" muscle machine is going to cost a premium. A fully configured quality 100MHz Pentium system, with a 17-inch monitor, 32MB RAM, fast video board, SCSI-2 controller, 1GB drive, soundcard, 4X CD-ROM, etc., is probably in the $4000 to $5000 range. Much of the cost is for RAM, and you still might need to increase this to 64MB for a workable system. Additionally, the high-end video board is adding $500 to $1000 to the cost. A lot of these things are just not found on your average no-name PC clone. (DEC Alpha-based machines start at $10,000.)

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AMIGA *continued...*

processor, etc., since none of your Amiga apps will work. You'll also need Windows NT as well as LightWave. These basic applications will probably add at least another $2000 to the price tag. So we're talking $6000 plus, just for a basic working system!

As you can see, the real cost of moving to the PC is significant. You really need to do your homework before jumping into the PC world and be ready to shell out some serious bucks. Make sure you buy from a reputable source who will stand behind their product, including taking it back if you are not satisfied. Also, have the vendor preinstall NT.

I think a lot of users are becoming too concerned about "having to" move to another platform. If your Amiga meets your needs, stop worrying and sit tight.

SCRATCH THAT ITCH

If you really have the PC itch bad, but still love your Amiga, scratch it the way I did. I bought a name brand 486SX-33 monochrome laptop, with 4MB of RAM and a 200MB hard disk. The monochrome display does sixty-four-shades of gray, so it's more than adequate for most PC productivity applications. It also has a VESA local bus SVGA output, which I can connect to my Commodore 1960 monitor if I really need color. I also share the laser printer and modem connected to my desktop Amigas using switch boxes.

Sticking with a name brand was very important to me because of the fact that it was a laptop. Compared to the modular plug-in world of the desktop clone PCs, laptops are extremely proprietary in construction. I wanted to know that the company would be there years from now, if any problems should arise and I needed repairs.

Also, the monochrome display really kept the price down and saved me enough extra cash to upgrade the memory to 20MB. However, the lack of a built-in math coprocessor in the 486SX, and no provision to add one, was a big pill to swallow. Unfortunately a 486DX (which has math coprocessor) only came with the color models and thus upped the price considerably. I would have loved to have found a 66MHz or faster DX with a monochrome display, but none of the companies I considered acceptable was breeding such an animal.

Anyway, a number-crunching rendering monster it is not, but it

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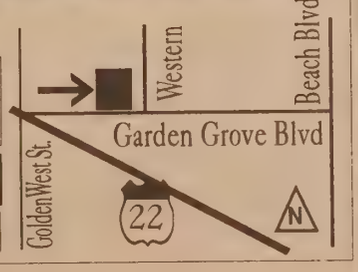

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AMIGA *continued...*

should have enough horsepower to allow me to build LightWave objects while enjoying some rays pool-side, once PC LightWave ships!

SCSI PERIPHERALS

Initially I tried one of those parallel port SCSI adapters. This worked adequately with my Syquest and CD-ROM, but my DAT drive gave it fits. In fact, the only thing that would talk to my DAT was the clunky backup program that came with the device, and it never worked right. No other commercial backup program supported it. Well, I ended up returning it and getting the Adaptec PCMCIA SCSI card.

The Adaptec works fantastically with all of my external Amiga SCSI devices (Syquest, CD-ROM, and DAT). I can simply disconnect them from my Amiga and plug them into my laptop.

Since my laptop has two PCMCIA II slots, a feature I highly recommend, I plan on filling the second one with a PCMCIA sound card. About the only thing I can't do is add expansion cards. However, if this is a requirement for you, there are some laptops available with docking stations that provide this ability. Of course, this adds another level of cost to your purchase.

EMULATION

Alternatively, you can also get a PC or Mac emulator for your Amiga. However, as wonderful as these things are, they have limits. The ability to add expansion hardware may be limited or impossible. Also, there always seems to be some quirk that limits compatibility with certain applications. This usually results in a lot of trial and error before you get everything working smoothly.

Still, emulators can be a workable solution for many users, even in professional situations. It really depends on your needs and requirements. But fully configured consumer-level PC and Mac systems have become so very cheap, it makes the emulators less attractive. Plus, you generally get huge hard drives and high-resolution monitors, etc., all thrown in for the purchase price. If you lack the desktop real estate for two computers, consider a laptop.

For now, my laptop satisfies my PC itch and also gives me the freedom of portability, something that you can't really have with the Amiga. I can also go into the local computer store and not feel bad that I can't run any of the PC software.

If I have to make a move, I'm considering a DEC Alpha-based system for the sheer speed, but DraCo might just change my mind. However, for now my workhorses remain my A3000 and A4000, both accelerated with '040/40 WarpEngines. (Note: my new email address is *djn@ix.netcom.com* . Feel free to drop me a line!) ■

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5 YR. LABOR WARRANTY 1 YR. PARTS

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486DX2-66 (ADD $30 for Intel) $869

- PENTIUM Overdrive ready Motherboard
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- 4MB RAM
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- 14" SVGA N.I. Monitor Energy Saving Full Screen
- VL Bus SVGA w/1Mg Video Accelerator Card
- VL Bus Super IDE Controller w/2S/1P/1G port
- 101 Enhanced Keyboard
- High Resolution mouse
- Mini Tower Digital Case w/ 2/235 Watts P.S.

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486DX2-80 ..... $1,029

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- 256K Cache
- Fan & Heatsink
- 8MB RAM
- 540MB Hard Drive
- 1.44 Floppy
- 14" SVGA N.I. Monitor Energy Saving Full Screen
- VL Bus SVGA w/1MG Video Accelerator Card
- VL Bus Super IDE Controller w/2S/1P/1G port
- 101 Enhanced Keyboard
- High Resolution Mouse
- Mini Tower Digital Case w/235 Watts P.S.

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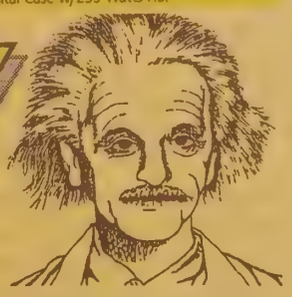

Parts

Midi Adapter	$18
115 Watts Amplified Shielded Speaker	49
Conner 420 Mg w/Tape Back Up	169
HP Toner Cartridge 95A	50

Video Cards

Trident ISA w/1MG	$55
Trident 9400 Windows Accelerator N.G. A. up to 2MG	67
Trident PCI w/1MG	75
Trident PCI w/2MG	110
Kelvin 64 VLB w/1MG up to 2MG125	
ATI Mach 32 VLB 1MB D	99
ATI Mach 32 VLB 2MB D	155
ATI Mach 64 PCI 2MB D	179
ATI Mach 64 PCI 2MB V	259
Diamond Stealth 64 PCI 4MB V	399
Diamond ISA Accelerator 1MG VGA	99
64 Diamond Stealth VLB 1MG D	129
64 Diamond Stealth VLB 2MG D	169
64 Diamond Stealth VLB 2MG V	265
Diamond Stealth PCI 32 2MG D	145
Diamond Stealth PCI 64 2MG D	159
Diamond Stealth PCI 64 2MG V	265
ATI 4MG VRAM	CALL

Monitors

Impression 14" N.I. 1024x768, 0.28mm, L.R. & Energy Saving, Edge-to-edge	$209
MGC 15" N.I. 1280x1024, 0.28mm, L.R. & Energy Saving, Flat & Edge-to-edge	275
MAG 15" N.I. 1280x1024, 0.28mm, L.R. & Energy Saving	310
MAG 17" N.I. 1280x1024, L.R. & Energy Saving	569

Motherboards w/CPU

486SLC-33	$69
486DX2-66, 256K VESA Pent Ready Intel/AMD/Cyrix	229/209/185
486DX2-80 AMD 256K VLB	229
486DX4-100 Intel, 256K VESA Local Bus/AMD	325/259
Pentium 66 MHz, 256K Cache, PCI	399
Pentium 75 MHz, 256K Cache, PCI	475
Pentium 90 MHz, 256K Cache, PCI	665
Pentium 100 MHz, 256K Cache PCI	859

Floppy Drives

Teac 1.2MB (5-1/4")	$43
Teac 1.44MB (3-1/2")	33
Teac Combo	85

CALL FOR NETWORKING SYSTEMS

Corporate, University and Government P.O.'s are welcomed.

Hard Drives

Maxtor or Conner 420MB	$149
Maxtor 540MB or Conner	169
560MB IDE	159
Conner or MAXTOR 850MB	219
Conner 1.27 GB or Maxtor 1.26 IDE	329
Western Digital 1.27 Gig	339
Conner or Quantum/Micropolis 540MB SCSI	205
Conner or Quantum 1GB SCSI	429
Quantum 730MB IDE	219
Fujitsu SCSI Wide 1 Gig	550

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Fax: (310) 836-6060
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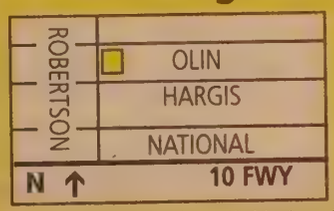

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Resources

Calendar Of Events

Conferences, Shows, Special Events

April

April 29–30 American Computer Mega Show. CSU, Long Beach. American Mega Shows. Call: (818)961-3782.

April 29–30 Computer Show And Sale. Del Mar Fairgrounds. MarketPro Shows. Call: 1-800-708-7555.

April 29–30 Computer Show And Sale Expo. CSU, Northridge. Bonanza Show Productions. Call: Paul Escalante, (415)595-1053.

April 29–30 Mall Computer Show And Sale. Whitwood Mall, Whittier. Derek M. Borthwick Show Productions. Call: (818)913-4046.

May

May 6 Computer Marketplace Show. Earl Warren Showgrounds, Santa Barbara. National Productions. Call: 1-800-800-5600.

May 6 The Anaheim Computer Show. Anaheim Stadium. Robert Austin Corp. Call: Jim Lavezzo, (415)347-0100.

May 6–7 American Computer Mega Show. CSU, Northridge. American Mega Shows. Call: (818)961-3782.

May 7–11 1995 Conference On Human Factors In Computing Systems. Denver, CO. ACM. Call: (410)263-5382.

May 11–13 Electronic Entertainment Expo. Los Angeles. Infotainment World and Knowledge Industry Publications. Call: 1-800-800-5474.

May 13–14 Computer Marketplace Show. Fairplex Expo Center, Pomona. National Productions. Call: 1-800-800-5600.

May 14 American Computer Mega Show. Carson Center, South Bay. American Mega Shows. Call: (818)961-3782.

May 14 Computer Show And Sale. Scottish Rite Center, San Diego. MarketPro Shows. Call: 1-800-708-7555.

May 17–19 Government Technology Conference West. Sacramento. Smith & Shows. Call: (916)363-5000.

May 19–21 Small Office And Home Office Expo And Conference. Anaheim Convention Center. Advanstar Expositions. Call: 1-800-854-3112.

May 20 Computer Show And Sale. Fresno Fairgrounds. MarketPro Shows. Call: 1-800-708-7555.

May 20 Computer Show And Sale Expo. CSU, Northridge. Bonanza Show Productions. Call: Paul Escalante, (415)595-1053.

May 20–21 American Computer Mega Show. Shrine Auditorium Expo Center, Los Angeles. American Mega Shows. Call: (818)961-3782.

May 21 ACP Computer Swap Meet. 1310 E. Edinger, Santa Ana. ACP. Call: (714)558-8813.

May 22–25 SunWorld Conference And Expo. San Francisco. IDG World Expo. Call: Susan Granata, 1-800-225-4698.

May 22–25 Virtual Reality World '95 Conference And Expo. San Jose. *VR World* magazine and *CyberEdge Journal*. Call: 1-800-632-5537.

May 24–26 International Trade Expo '95: US-China Tech Show. San Jose. CATE Development Inc. Call: (415)903-2288.

May 24–27 International Computer Expo. Hong Kong. CATE Development Inc. Call: (415)903-2288.

May 26–29 International Electronics, Computer, And Communication New Tech Expo '95. Guangzhou, China. CATE, Inc. Call: (415)903-2288.

May 27 The Anaheim Computer Show. Anaheim Stadium. Robert Austin Corp. Call: (415)347-0100.

May 27–28 American Computer Mega Show. CSU, Northridge. American Mega Shows. Call: (818)961-3782.

May 28 Computer Show And Sale. Oxnard Community Center. MarketPro Shows. Call: 1-800-708-7555.

May 30–June 2 Electronic Publishing And The Information Superhighway Conference. Boston. Dartmouth Institute for Advanced Graduate Studies. Call: (508)443-3330.

June

June 3–4 American Computer Mega Show. Pasadena Convention Center. American Mega

MAY 13–14

Computer Marketplace

FAIRPLEX EXPO CENTER, POMONA

Computer Marketplace brings the latest innovations in computer technology to the public. Hundreds of knowledgeable computer retailers and businesses demonstrate their products and service your needs. The huge inventory includes multimedia systems, notebook computers, modems, CD-ROM drives, printers, scanners, sound cards, software, accessories, and more—all at low, wholesale prices. Computer Marketplace has expanded into two buildings at the Fairplex Expo Center. It is open from 10 am to 5 pm and admission is $7, parking is $4. Call 1-800-800-5600 for more information.

MAY 20

Computer Show And Sale Expo

CAL STATE NORTHRIDGE

Bonanza Show Productions brings the latest in computer technology to the public at below wholesale prices. Everything the computer user needs will be at the show: CD-ROMs, software, new hardware, memory, notebooks, sound cards, peripherals, printers, and more. Admission is $6 and all display ads have a $1 discount coupon. Children twelve and under are free. The show takes place on the CSU Northridge campus at 18000 Devonshire Blvd. from 10 am to 4 pm. For more information call (415)595-1053.

MAY 20–21

American Computer Mega Show

SHRINE AUDITORIUM, LOS ANGELES

American Mega Shows presents the American Computer Mega Show. There will be over one hundred vendors selling their latest products—complete systems, notebooks, multimedia products, printers, peripherals, and accessories—at low, low prices. Also choose from a huge selection of games, business, and educational software. The show takes place at the Shrine Auditorium in the heart of LA from 10 am to 5 pm Saturday and Sunday. For more information call (818)961-3782.

Computer MARKETPLACE

Computer Trade Show With Wholesale Prices

There is no other place where you can find such a huge inventory of computer products all under one roof AND at low, wholesale prices! Hundreds of knowledgeable computer retailers and businesses each demonstrating their products and paying close attention to your needs.

May 6
Saturday
SANTA BARBARA Earl Warren Showgrounds
Take Highway 101 to the Las Positas Exit. Follow the signs to the fairgrounds.

May 13 & 14
Saturday & Sunday
POMONA Fairplex (LA Fairgrounds)
Exit Highway 10 at Fairplex Drive. Go north to McKinley Avenue, turn right. Turn left on White Avenue to Gate 14.

June 3 & 4
Saturday & Sunday
POMONA Fairplex (LA Fairgrounds)

June 10
Saturday
RESEDA Sherman Square Entertainment Center
From the 101 Freeway take the Reseda offramp, turn left (east) to Sherman Way and turn right. Go one block to Canby Street. 18430 Sherman Way.

June 11
Sunday
BUENA PARK Sequoia Conference Center
Take the Beach Blvd. exit off the 91 Freeway. Go one block north to 7530 Orangethorpe.

June 24 & 25
Saturday & Sunday
POMONA Fairplex (LA Fairgrounds)

July 8
Saturday
RESEDA Sherman Square Entertainment Center

July 9
Sunday
BUENA PARK Sequoia Conference Center

July 15 & 16
Sautrday & Sunday
POMONA Fairplex (LA Fairgrounds)

All Shows
Open to the Public
10:00 A.M. TO 5:00 P.M.

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300 EXHIBITS** at the **POMONA SHOWS

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All others: $5.00

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The ORIGINAL CSUN is BACK!
CAL STATE NORTHRIDGE
Sat., May 20, 1995
Sat. & Sun., June 10 & 11, 1995
18000 DEVONSHIRE, NORTHRIDGE
DIRECTIONS: From the San Diego Feeway (405) take the Devonshire exit West to Northridge continue on to 18000 Devonshire Blvd.
From the (118) Freeway take the Reseda exit South. Turn left on Devonshire Blvd.
PANORAMA CITY SWAP MEET BLDG.
Sat., June 17, 1995
14650 PARTHENIA, PANORAMA CITY, CA
DIRECTIONS: From the Hollywood Freeway (170) take the Roscoe Blvd. exit. West on Roscoe to Van Nuys Blvd. Right (North) on Van Nuys Blvd. to Parthenia.
From the San Diego Freeway (405) take the Roscoe Blvd. exit. East on Roscoe to Van Nuys Blvd. Left (North) on Van Nuys Blvd. to Parthenia.
CSUN: 10AM- 4PM PANORAMA: 10AM -5PM
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Sat & Sun 10 - 5PM 18111 Nordhoff Street (Indoor Show at Student Union)
May 20-21
Sat & Sun 10 - 5PM
200 Booths
SHRINE Aud. Expo Center
649 W. Jefferson Blvd., L.A. (Across from U.S.C.)
May 27-28 Cal State Northridge
Sat & Sun 10 - 5PM
Jun 3-4 PASADENA Center
Sat & Sun 10 - 5PM 300 E. Green Street (Between Marengo & Los Robles)
Jun 10-11 PYRAMID: Cal State Long Beach
Sat & Sun 10 - 5PM 1250 Bellflower Blvd., Long Beach (Corner 7th & Bellflower)
1 day Only Jun 18 SOUTH BAY: Carson Center
Sunday 10 - 5PM 801 E. Carson Street, Carson (Corner of Carson & Avalon)
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Resources

Calendar Of Events *continued...*

Shows. Call: (818)961-3782.

June 5–7 Digital World Expo. Los Angeles. SOFTBANK Expo and Conference Co. Call: (415)578-6900.

June 10–11 American Computer Mega Show. CSU, Long Beach. American Mega Shows. Call: (818)961-3782.

June 10–11 Computer Show And Sale Expo. CSU, Northridge. Bonanza Show Productions. Call: Paul Escalante, (415)595-1053.

June 17 Computer Show And Sale Expo. Panorama City, 14650 Parthenia Dr. Bonanza Show Productions. Call: Paul Escalante, (415)595-1053.

June 18 American Computer Mega Show. Carson Center, South Bay. American Mega Shows. Call: (818)961-3782.

July

July 1–2 American Computer Mega Show. Pasadena Convention Center. American Mega Shows. Call: (818)961-3782.

July 18–21 OS/2 World Conference And Exhibition. Boston. Miller Freeman, Inc., Call: Sherry Nykiel, (415)905-2354.

July 31–August 4 Tools USA Conference. Santa Barbara. Smith & Shows. Call: (805)685-1006.

Classes, Seminars, Workshops

May

May 1 System Administration 5.x Class. Los Angeles. Silicon Graphics. Call: 1-800-800-4SGI.

May 1–5 ISO 9000 Lead Assessor Training/*QS Overview Seminar. Los Angeles. Perry Johnson, Inc. Call: Tom Parker, (310)607-0222.

May 3–June 7 Adobe Photoshop For Macintosh Class. Los Angeles. UCLA Extension. Call: (310)206-1422.

May 4–6 NetWare 286 And 386: Installation, Configuration, And Troubleshooting Class. Los Angeles. UCLA Extension. Call: (310)206-7252.

May 4–June 8 Intro To Fiction: Learning Fiction Fundamentals Online Class. Los Angeles. UCLA Extension. Call: (310)206-1542.

May 5, 6, 13 & 20 Client/Server Application Design With TCP/IP Class. Los Angeles. UCLA Extension. Call: (213)206-9309.

May 6 Intro To Multimedia Authoring With Macromedia Director Class. Los Angeles. UCLA Extension. Call: (310)206-1422.

May 7 Photo Retouching With Adobe Photoshop Class. Los Angeles. UCLA Extension. Call: (310)206-1422.

May 8–9 Understanding Client/Server Computing Seminar. Irvine. Data-Tech Institute. Call: (201)478-5400.

May 12–13 Electronic Data Interchange Implementation Class. Los Angeles. UCLA Extension. Call: (310)206-9309.

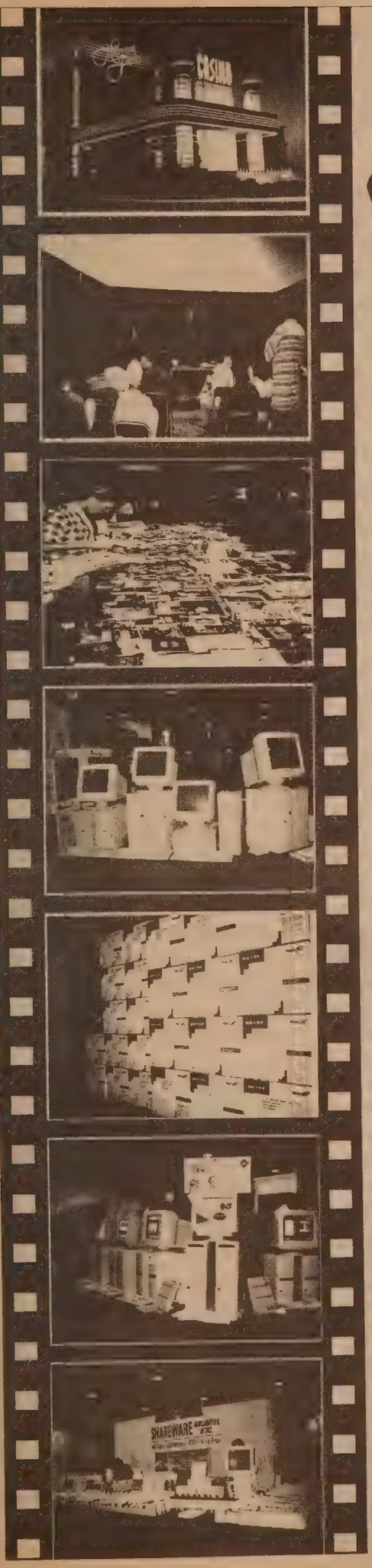
May 12–14 Virtus WalkThrough Pro For Film And Theater Class. Los Angeles. UCLA Extension. Call: (310)825-9064.

May 13 Evaluating And Selecting Educational Software Class. Los Angeles. UCLA Extension. Call: (310)825-9064.

May 16–June 20 Microsoft Excel For Windows Or Macintosh: A Hands-On Workshop. Los Angeles. UCLA Extension. Call: (310)206-7252.

May 17–June 21 Microsoft Word On The Macintosh: A Hands-On Workshop. Los Angeles. UCLA Extension. Call: (310)206-7252.

May 18–June 22 QuarkXPress: Level II Class. Los Angeles. UCLA Exten-



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Riverside Conv. Center — SUNDAY MAY 7

3443 Orange Street, In the city of Riverside. Main Cross Streets Are Market Street and 5th Street.

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7530 Orangethorpe, Buena Park (Corner of Beach Blvd. & Orangethorpe In Buanea Park)

GLENDALE CIVIC AUDITORIUM — SATURDAY JUNE 3
RIVERSIDE CONVENTION CENTER — SAT/SUN JUNE 17-18
HOLLYWOOD PARK CONVENTION/CASINO — SAT/SUN JULY 1 - 2

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SAT & SUN
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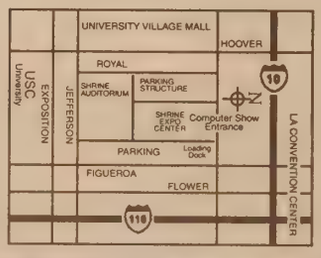

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110 TAKE 110 FWY. EXIT EXPOSITION GO WEST TO FIGUEROA TURN RIGHT GO TO JEFFERSON TURN LEFT

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Resources

Calendar Of Events *continued...*

sion. Call: (310)206-1422.

May 19–21 Nonlinear Editing On The PC With D/Vision Pro Class. Los Angeles. UCLA Extension. Call: (310)825-9064.

May 20 Photoshop 3.0 And The Digital Image Seminar. Los Angeles. Adobe Systems and UCLA Extension. Call: (310)206-1422.

May 22–24 Fuzzy Logic, Chaos, And Neural Networks: Principles And Applications Class. Los Angeles. UCLA Extension. Call: (310)825-1047, email: *mhenness@unex.ucla.edu* .

May 22–26 Telecommunications Networking: Local, Metropolitan, And Wide-Area Networks Class. Los Angeles. UCLA Extension. Call: (310)825-1047, email: *mhenness@unex.ucla.edu* .

May 24–25 Data Communications And Networking Seminar. San Diego. Center for Advanced Professional Development. Call: (714)261-0240.

May 24–25 Troubleshooting And Maintaining The IBM PC And Compatibles Seminar. Irvine. Data-Tech Institute. Call: (201)478-5400.

May 29 System Administration 5.x Class. Los Angeles. Silicon Graphics. Call: 1-800-800-4SGI.

June

June 2–4 Intro To 3-D Modeling, Rendering, And Animation Using Visual Reality Class. Los Angeles. UCLA Extension. Call: (310)825-9064.

June 5–22 Multimedia On The Desktop: A Primer Of Authoring Programs Class. Los Angeles. UCLA Extension. Call: (310)825-9064.

June 6–20 Intro To Adobe Photoshop For IBM Class. Los Angeles. UCLA Extension. Call: (310)206-1422.

June 12 Intro To IRIX Class. Los Angeles. Silicon Graphics. Call: 1-800-800-4SGI.

June 12–13 Document Imaging Seminar. Los Angeles. Center for Advanced Professional Development. Call: (714)261-0240.

June 15–16 Advanced Troubleshooting For The Macintosh Seminar. Costa Mesa. Data-Tech Institute. Call: (201)478-5400.

June 19 System Administration 5.x Class. Los Angeles. Silicon Graphics. Call: 1-800-800-4SGI.

June 19–20 Understanding Data Communications Seminar. Anaheim. Data-Tech Institute. Call: (201)478-5400.

June 20–21 Netware Basic Training Seminar. Los Angeles. Center for Advanced Professional Development. Call: (714)261-0240.

June 23–24 DataPerfect Applications Development Seminar. Los Angeles. Call: Dr. Alvy, (310)451-0479.

User Group Network

BULLETIN BOARDS

MULTIZONE

1st Centaurian BBS. (714)857-6453, 738-5068, 972-8966; (818)789-4237, 330-2322, 246-3979, 346-6626, 280-4854; (909)468-0621. 14,400. 50 lines. 18 CD-ROMs, multiuser chat, online games. Free trial. Sysop: Brenda Furman. [Exp. #136.]

Annex! BBS. (818)779-5600. 8-N-1, 1200–14,400. 98 lines. Games, files, chat, full Internet access, more! Local numbers for SoCal. Sysop: Gregory Gooden. [Exp. #136.]

Atlantis, The Lost BBS. (714)256-1360; (818)859-6300, 579-4143, 284-8738. 2400–16,800. RIPterm, multiline chat, MajorMud, four-person Doom, forums, and fun. Sysop: Ron DeRuyter. [Exp. #137.]

Aussie BBS. (310)425-5710, 320-5000; (714)670-6500, 537-4300, 572-8800, 262-1200; (818)357-5005, 447-6100, 961-1700. 18 lines. 35,000+ files, TradeWars 2002, MajorMUD, chat, Internet, RIP support. Free trial. Sysop: Mike Szabados. [Exp. #138.]

Database BBS. (805)268-0038, 297-6225; (818)361-1694. 8-N-1, 24 hrs., 28,800. Live Internet low rates, 10 CDs, 40,000 files, new CD monthly. [Exp. #138.]

Easy Street. (714)778-5473, 528-3771, 229-9859; (909)590-4307. 14,400. 42 lines. Full Internet service, 16GB files, games, chat, news. [Exp. #136.]

EDEN—The Electronic Garden. (310)421-2420; (714)548-1900, 530-6335. Telnet edenbbs.com . 24 hrs., 14,400. 45 lines. Adults only "playground," featuring chat, games, email, forums, files, and fun. Sysop: Daniel Vesely. [Exp. #138.]

Hell's Door BBS. (310)429-7070, 903-5512, 943-4729; (714)891-6083. 8-N-1, 24 hrs., up to 28,800. Eight nodes. 70,000+ files, games, multinode chat, large adult section. Free. [Exp. #138.]

Hotel California. (310)407-1300, (714)437-1492. Telnet: kincyb.com . 24 hrs., 14,400–28,800. Full Internet! Games, adult GIFs, chat, forums. Low fee/no time limits! [Exp. #138.]

KBBS Los Angeles. (213)725-3047, (310)558-0145, (805)520-7323, (818)886-0872. Telnet 204.96.25.7 . 300– 28,800. 100 lines. 30GB shareware, adult; chat, full Internet, Usenet, coffee meets. Free trial. [Exp. #138.]

Korea America Online. (213)962-3634, (714)449-9373. 1200–14,400. 16 lines. Bilingual, Korean programs, information, chat, BBS in Korea list. $10/mo., $80/yr. Sysop: Wayne Jeong. [Exp. #136.]

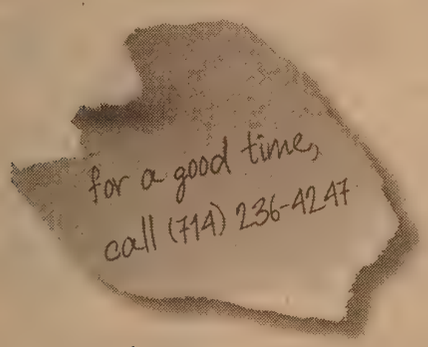
LA Online. (213)936-1160; (310)372-4050, 445-0633; (818)577-2131. 8-N-1, 1200–14,400. World, national, and local news; calendar; movie times; graphical with software. Always free. [Exp. #136.]

ModemBOY BBS. (310)659-7000, 417-5157; (818)846-3000, 996-7900. Gay/bi/curious? Free chat, instant access, 18+, local events, campy fun. [Exp. #138.]

Modem Butterfly's BBS. (310)841-6900, 767-1010, 421-9231; (714)828-5500; (805)581-0700; (818)842-6900, 787-6900, 454-1919, 887-7900. Intelligent fun, good ratio of women, local events, contests, 1GB library. Instant access. Sysop: Karen Zoldan. [Exp. #138.]

Mr. Wonderful's Lair. (213)261-8055, (818)451-0874. 24 hrs., up to 28,800. Internet, echo mail, games, shareware, adult, 12 CDs. Free 14-day account. Sysop: Mr. Wonderful. [Exp. #138.]

No Name BBS. (213)727-



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BBS Spotlight

By John Wolcott

Castle Of The Dark Sun

Multiline BBSes are becoming very common. Using "forwarding nodes" to make calls from surrounding areas local, these boards attract online users from wide geographical areas. Just such a BBS with a great many features is the Castle of the Dark Sun. Located in Walnut and catering to all age groups, this BBS boasts fifty incoming phone lines.

The system is supported by a Novell network on a 486DX2-66 file server and a Pentium workstation with a Pioneer six CD-ROM changer and two single CD-ROM drives. MajorBBS v6.21f gives the BBS a professional image. Both ANSI and RIP graphics are supported.

Sysop and system owner Kevin Jung, alias Slum Lord, is enthusiastic about running and expanding this feature-packed BBS. Jung started running a BBS on a single line years ago and his interest grew. Jung commented, "I really enjoy the BBS community and wanted to make a system just the way I thought it should be." Having been online almost a year and a half and having 350 subscribing members, it appears Jung's endeavor is a success.

Logging on for the first time, you're greeted with the standard registration information prompts and new user information. Choose a clever alias for yourself if you don't already have one. After verification of the information you've provided, you'll be granted a "Visitor's" account, with limited time but full system access until you actually subscribe. This family-oriented BBS does allow and encourage users of any age; however, some features directed toward adult interests, such as Adult Chat and downloading adult files, will be limited to those who have provided proof of age to the sysop.

Choices from the main menu include Chat, E-Mail, Files, Games, Help Me!, Info, Internet (near future use—the T1 carrier lines are already ordered), News, and Forums. You're not likely to get bored here. Each of these menu selections will take you to a wealth of choices for each topic area.

Chat conferences are split into six different categories for your choice of amusement; however, the Main Chat teleconference is the one most used by callers. Profanity is not allowed in any of the conferences, which makes sense with many younger users regularly accessing the system. The folks here are a friendly bunch, so don't be shy about jumping into a chat group and saying hello. Many special action commands are available from within chat and are frequently used, including the ability to "high five" and "hug" others. If you're new to the chat area actions or confused about any area of the BBS, ask another user for help or check the "Help Me!" section from the main menu. It's not difficult to learn the system or commands.

The E-Mail choice will take you to a standard inter-user communication menu where you may read your mail or send mail to others. This is also the place where you can leave a message for the sysop if you have any special requests or questions. You can also create a "distribution list" for sending

Resources

BULLETIN BOARDS cont.

0104; (310)274-9544, 424-8012, 768-1525, 841-6995; (805)250-0243, 522-7569; (818)502-9081, 704-8486, 785-3340. 14,400. 40 lines. Gay/bi/curious; chat, files, GIFs, events; adults, verification. Free trial. Sysop: Craig Hines. [Exp. #138.]

Pacific Coast Highway BBS. (213)953-9730; (310)323-5015, 842-8790; (805)250-1796; (818)366-1698, 785-0011, 883-5656. 24 hrs., 1200–14,400. Gay/bi/curious. Internet email, news; games; 10 CD-ROMs; adults only. Free trial. Sysop: Brad Haynes. [Exp. #138.]

Prism BBS. (310)799-0380; (714)454-9242, 638-7249, 642-6256. 8-N-1, 24 hrs., 300–28,800. 32 lines. 4.5GB, Internet, MajorNet, TradeWars 2002, adult areas, social events. Instant access. [Exp. #138.]

Quest Online. (714)693-2480, 649-2574; (909)371-6751. Thousands of hot GIFs, Asian girls/gay section, chat, mail. [Exp. #136.]

213

The Career Network BBS. (213)629-1472, 933-4999. 8-N-1, 5:30 pm–1:30 am, 2400/9600/14,400. Hundreds of JOBS! throughout the US; your resume can reach 200+ employers monthly. Sysop: Steven McCormick. [Exp. #136.]

CD-ROM BBS. (213)644-0391. 8-N-1, up to 28,800. Market research, CD news, Who? What? Where? Buy, sell, trade, used, new. [Exp. #138.]

Game Port BBS. (213)269-9793. Hardcore videos: Japanese, Chinese, amateur, new releases. VISA/MC. [Exp. #138.]

Leonardo Internet. (213)876-5285. Full PPP access to absolutely every Internet service available. $17.50/mo. Contact Dr. Robert Amodeo, *robert@leonardo.net*, (310)395-5500. [Exp. #136.]

Pacific Online. (213)344-4444 @ 2400, 344-4445 @ 14,400. 8-N-1, 24 hrs. 10 lines. Internet email, files, 5GB system, multiplayer games, more. Free/fee. Sysop: Steve Jackson. [Exp. #136.]

SoulPartners' Computer Online Date. (213)223-3440. 8-N-1, 24 hrs., up to 14,400. Find a soulmate! For mature men, women, gay, and lesbian. Free/fee. Sysop: Maggie Lok. [Exp. #138.]

310

AMULET:vc, a collection of virtual communities. (310)374-6999. 8-N-1, 24 hrs., 1200–28,800. Internet business/commerce discussions, NetMarketing (tm), Internet resources, cyberSEX, CYBERJournals. Sysop: Dan D. Gutierrez. [Exp. #137.]

California On-line by EIN. (310)817-4346. 14,400/28,800. Multimedia Windows environment; music, travel, news, fashion, entertainment, Hollywood, Internet access. Sysop: Don Goering. [Exp. #136.]

Chaos Online. (310)318-5089, 318-2289. Up to 14,400. Windows shareware, adult GIFs, games, chat, messages, free downloads. [Exp. #137.]

CyberKnight's Castle. (310)355-0269. 24 hrs., 2400–28,800. Lots of doors, files, and play RPG games by email. Internet email. [Exp. #137.]

CyberKorea BBS. (310)926-1899. Korean files and info, Badook-go, forums, Internet email, chat, more. $15/yr. [Exp. #138.]

The Dark Crystal BBS. (310)522-9633. 8-N-1, 24 hrs., 14,400. Message area, shareware, CD-ROMs, Amiga news, adult area. Free/fee. Sysop: Akira. [Exp. #137.]

Dejavu BBS. (310)218-3561, 218-3562. 8-N-1, 24 hrs., 14,400. Asian board w/lots of games, files; cool message base, users. Free. [Exp. #138.]

Gato's Lair BBS. (310)392-3114. 24 hrs., 8-N-1, 2400–28,800. Net echos, online games, email, adult section, 10:1 ratio. Free. [Exp. #136.]

Independent Filmmakers Forum. (310)425-0012. 8-N-1, 24 hrs., 2400–14,400. Online networking for independents, forums, chat, job listings, Internet email/newsgroups, and more. Free trial. Sysop: Philip Matuzic. [Exp. #137.]

InterMind Teen BBS. (310)542-8502. 8-N-1, 24 hrs., 1200–28,800. Free local BBS for South Bay teens. Sysop: Nels Pearson. [Exp. #136.]

La Mirada's The Modems Delight BBS. (310)944-1221. 24 hrs., 1200/2400/9600/28,800. Multi-interest, latest files, doors, games, fun. Echomail, 1:102/430 FidoNet/ RimeNet 5149. Sysop: Ronald Dishon. [Exp. #138.]

Leonardo Internet. (310)395-0736. Full PPP access to absolutely every Internet service available. $17.50/mo. Contact Dr.

BBS Spotlight cont.

a common message to a selected group of other users.

Files available for download are kept in a file storage area as well as on CD-ROMs. The file storage area is small and caters mostly to Mac users. IBM/PC-compatible users go directly to any of eight different CD-ROMs, do not pass Go, do not collect $200. Three of the CD-ROM titles are of general interest to all age groups, featuring many applications and utilities, and five are adult-oriented, primarily featuring GIF images from several topic areas. All standard download protocols are supported.

The games available online are a major attraction for most of the users, including BBS favorites such as Shadowlands and Galactic Empire. You can lose yourself for hours in another world with these exciting adventures. Most of the forums from the main menu discuss gameplay at length for each of the popular online games, but other topics are also available.

System News includes bulletins regarding BBS usage and interests. To stay on top of the latest-breaking news, user group "meets," and information, users should occasionally check this area for new messages.

The Castle of the Dark Sun can be reached by calling (909)468-0621 with standard modem protocols of 8-N-1. Local numbers from other calling areas may be obtained online. Subscription rates vary depending upon your usage needs. You're sure to find many features here to inform and entertain. ■

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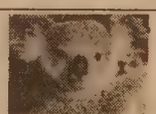
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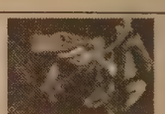
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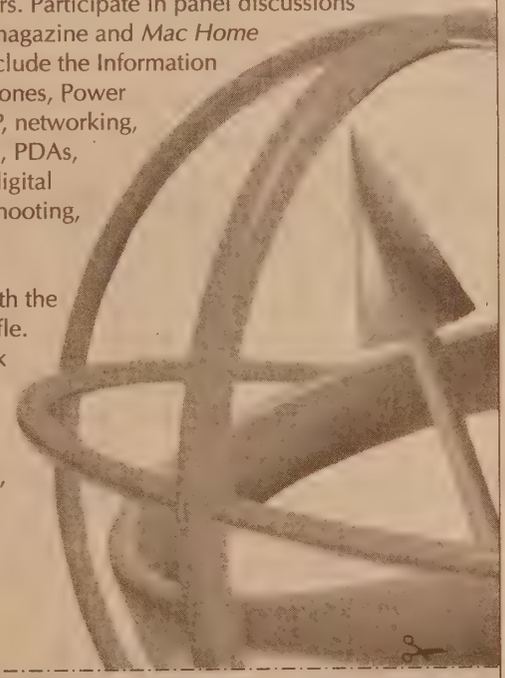

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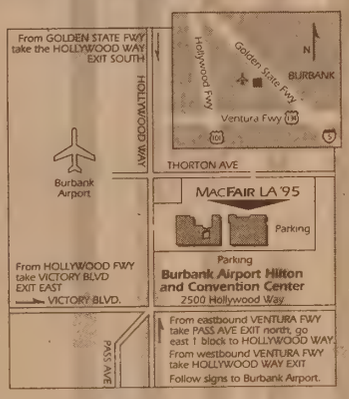

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Robert Amodeo, *robert @leonardo.net*, (310)395-5500. [Exp. #136.]

Mac-Hac'ers BBS. (310)549-9640 with rollover. 8-N-1, 24 hrs., 1200–28,800. 11 CD-ROMs, OneNet and Internet with satellite feed for immediate updates. Sysop: Bud Grove. [Exp. #136.]

Manhattan Online. (310)374-9994. 28,800. Four lines. Windows, DOS, Mac, OS/2, shareware. FidoNet, Internet. Free. Sysop: Paul Swanno. [Exp. #137.]

One World. (310)372-0987. Ecology, gardening, health, alternative news, international network. Free. [Exp. #136.]

Original Apple Corps BBS. (310)454-4660. Apple II support. Sysop: Ed Molina. [Exp. #138.]

Outlaw BBS. (310)865-7665. 24 hrs., 14,400. Excalibur Windows point-and-click terminal, fully unique adult BBS. Free limited access. [Exp. #137.]

Servant Christian BBS. (310)371-2770, 371-3130, 371-0251. 14,400. A modem ministry for Mac and Windows. First Class. Administrator: Doug Wade. [Exp. #138.]

South Bay Apple Mac User Group BBS. (310)792-8083, 792-0264. 14,400. First-Class. Administrator: Dr. Dave. [Exp. #138.]

The Spider's Web BBS. (310)416-9901. Games, Ham, recovery and 12-step areas, BikeNet, ecology, spirituality, science, more. Free. [Exp. #138.]

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The AutoBBS. (714)978-0194. 8-N-1, 24 hrs., 14,400. Everything automotive online, Windows interface, buy/sell at fleet prices. Sysop: Tony Cheng. [Exp. #137.]

Brian's World BBS. (714)530-3123. 24 hrs., 2400–14,400. Internet/Usenet, chat, adult, Apogee, thousands of files, games. Some fees. Sysop: Brian Anderson (aka The Big Cheese). [Exp. #136.]

Consultants BBS. (714)871-3322. 24 hrs., 2400–14,400. Independent Computer Consultants Association, referrals, discussions, SIGs. Free. Sysop: Kenneth O. Leland. [Exp. #138.]

Cyber Arena. (714)577-9568. 8-N-1, 24 hrs., 2400–14,400. General file areas available to everyone, with fees for technical support areas. Free/$15 per mo. Sysop: Dan Tanner. [Exp. #136.]

Eat My Shorts! BBS. (714)827-7776. 8-N-1, 24 hrs., 28,800. 1.2GB adult, online games, and Netmail. [Exp. #137.]

The Emerald Isle BBS. (714)870-3050. 8-N-1, 300–14,400. 25 lines. Four-player Doom, chat, files, multiplayer games, more local lines. Fees. Sysop: James Wihardja. [Exp. #137.]

Frolic Room. (714)839-2174. FidoNet, files, online gem CD-ROM. $15 every three months. Sysop: Fred Piersee. [Exp. #136.]

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The Irvine "X"Change BBS. (714)552-0589. 8-N-1, 24 hrs., 28,800. Games, GIFs, s/w files, three CDs. Free access, adult w/fee. Sysop: Richard Neilssien. [Exp. #138.]

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The Orange Archives BBS. (714)532-1937. 2400–28,800. Three lines. 5.5GB of DOS, Windows, adult transfers; games; instant validation. No fees. [Exp. #137.]

OrnJuce. (714)778-1228. 8-N-1, 24 hrs., 300–14,400. BBS of the All Computer Assoc. of Orange Co. Supports Atari, Mac, PC, and others. Free. [Exp. #137.]

Outlaw BBS. (714)772-0794. 24 hrs., 14,400. Excalibur Windows point-and-click terminal, fully unique adult BBS. Free limited access. [Exp. #137.]

Publishers Online. (714)548-2110. 24 hrs., 300–28,800. You are the sysop! Magazines, newsletters. One key logon. $1/month. Sysop: Jerry Macoy. [Exp. #136.]

805

The New Dork Sublime BBS. (805)823-1346. 300–14,400. NIRVANAnet SoCal hub. Underground like a wild potato. Don't die wondering... Free. Sysop: Biffnix. [Exp. #138.]

SCV PC Users Group BBS. (805)297-7993, 297-7994. 24 hrs., 2400–14,400. Files, Interlec email, Wildcat BBS. [Exp. #137.]

818

Ace Station BBS. (818)891-0397. 24 hrs., 28,800. Chat, Internet, games, files, 500 CD-ROMs, 15GB H/D—350GB total. [Exp. #136.]

A.K.A. BBS. (818)881-0142, 881-9633. 8-N-1, 24 hrs. Internet access, 3GB files available, games. Sysop: Don Lafferty. [Exp. #137.]

Asia America BBS. (818)284-4519. 8-N-1, 24 hrs. Focus on Asian culture and business. Mature users only. [Exp. #138.]

Blazin' Bytes BBS. (818)776-2777. 16 lines of fun. Games, pubs/SIGs, chat, warm family-style adult board, women welcome. Sysop: Barbara Mallut. [Exp. #136.]

The Continuum BBS. (818)441-3867. Files, doors, chat, Internet email. Sysop: Jon Carmichael. [Exp. #136.]

Digital Warehouse. (818)735-0101. 24 hrs., 14,400. An all around great BBS, log on and see! Free (public access). [Exp. #138.]

Follow Your Heart—Heart Disease Support BBS. (818)776-2778. 24 hrs. For heart disease patients, family, friends, caregivers, plus medical community; caring. Free. [Exp. #136.]

The Galaxy-II BBS. (818)706-0130. Up to 28,800. Three lines. Support for PBM game Galaxy-II. L.O.R.D., Assassin, more. Free/fee. Sysop: Brett Tondreau. [Exp. #138.]

Ghost Town BBS. (818)996-9913. 24 hrs., 14,400. 16 lines. All ages welcome, interactive online games, files, much more. [Exp. #136.]

Ham*Info*Link*Source BBS. (818)584-1952. 8-N-1, 24 hrs., up to 14,400. Devoted to amateur radio, swl, dx, news. Free. Sysop: Joe, *kb6axk@netcom.com* . [Exp. #138.]

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ASSOCIATIONS

ACM—The First Society In Computing, Los Angeles Chapter. Meetings: 1st Wed., 7:00 pm dinner, 8:00 pm program, Ramada Hotel, Culver City. For dinner reservations, (310)831-0611 ext. 2702; for program information, (818)785-5056; for membership information, (310)377-6226. [Exp. #140.]

International Interactive Communication Society. Meetings: 2nd Mon. Virtual reality, multimedia, info highway issues, and more. Call: (310)313-5664. [Exp. #139.]

Planet Data Service Company's Desktop Publisher's Association. Meetings: 1st Mon., 7:00 pm, Covina. Support group and networking for those in DTP fields. Newsletter, referrals, and more. $50/yr. Call: (818)332-0329. [Exp. #137.]

Society For Technical Communication, Orange County Chapter. Call: (714)863-7666. A nonprofit organization dedicated to providing educational programs and networking opportunities in technical communication. [Exp. #141.]

Software Council Of Southern California. Meetings: usually 4th Wed., 6:00 pm, Long Beach Marriot, Main Ballroom, 4700 Airport Plaza Dr.; also breakfasts and luncheons around SoCal. A nonprofit trade association of software development organizations and companies providing support and services to the local software industry. Call: Bill Manassero, (310)328-0043. [Exp. #138.]

The Software Toolsmiths. Meetings: last Sat., 10:00 am, Joslyn Center, 339 Sheldon St., El Segundo. Discussion and tutorials on programming, including C++, Forth, J, SmallTalk, algorithms, operating systems, and hardware. Neophytes welcome. Call: John LuValle, (818)797-8656 or email: *luvalle@primenet.com*; or Howard Rogers, (310)532-3342 (eves.). [Exp. #140.]

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Resources

BULLETIN BOARDS cont.

Insomniax. (818)348-6796. 8-N-1. 16 lines. Adult, major weirdness, cyber-sex, gothic, Internet, adult files, more. Sysop: Sienna. [Exp. #138.]

InvestorLink. (818)331-4611. Daily and historical stock, commodity, mutual fund data. Real estate, more. Sysop: Steve Painter. [Exp. #138.]

KTB Internet Online. (818)240-4000. 8-N-1, 24 hrs., up to 14,400. Internet email, Usenet newsgroups, UUCP, UNIX/Windows/DOS/Internet files. Free trial. [Exp. #138.]

Leonardo Internet. (818)345-9208. Full PPP access to absolutely every Internet service available. $17.50/mo. Contact Dr. Robert Amodeo, *robert@leonardo.net*, (310)395-5500. [Exp. #136.]

Movers & Shakers—Parkinson's Center BBS. (818)776-2784. 24 hrs. For Parkinson's Disease patients, caregivers, families, friends, and medical community. Warm and personal. Free. [Exp. #136.]

On The Bright Side—Agoraphobia Support Board. (818)776-2781. 24 hrs., For those with agoraphobia/panic disorders, family, friends, caregivers, medical community; caring. [Exp. #136.]

The SLATE BBS. (818)763-9172. 8-N-1, 24 hrs., 300–14,400. Sports, law, tons of everything, files, original games, and more. Free. Sysop: Rob Reed. [Exp. #137.]

Slam's BBS. (818)357-2436. 24 hrs. There will be files for download and upload, and other etc. Free. Sysop: Slam. [Exp. #137.]

Sugar Free BBS! Diabetes Support Board. (818)776-2779. 24 hrs., For those with diabetes, family, friends, caregivers, medical community; caring. Free. [Exp. #136.]

The Big "C" BBS—Cancer Support BBS. (818)776-2780. 24 hrs., For cancer patients, family, friends, caregivers, medical community; warm and caring. Free. [Exp. #136.]

Tin Shack BBS. (818)992-3321. 300–14,400. All the latest files you'd ever need at high speed! Free. Sysop: Guy Nohrenberg. [Exp. #136.]

Valley West Online BBS. (818)888-8419. 8-N-1, 24 hrs., 14,400. Multiline. 70+ games, 2GB, Fun! Donations based. [Exp. #136.]

Wizardry BBS. (818)222-4444. 2400–14,400. Online games, downloads, uploads, adult GIF and text files. Free. [Exp. #136.]

Wyrm BBS. (818)793-2426. 8-N-1, 24 hrs., 28,800. PC files user-evaluated. Uploaders paid. Online games. [Exp. #136.]

Xtasy. (818)330-7596. 5+GB adult GIFs, AVIs; 3+GB shareware; fantasy sport leagues w/daily stats. [Exp. #138.]

909

Burning Bush BBS. (909)861-5881. 8-N-1, 24 hrs., 1200–9600. Online chat, files, forums, current world events. [Exp. #137.]

CafeXpresso: An Electronic BBS Coffeehouse. (909)944-3336. 8-N-1, 24 hrs., 14,400. Writers, readers, artists, the coffeehouse culture. Sysop: Joseph Valentinetti. [Exp. #136.]

Data Connection. (909)698-7257. 8-N-1, 24 hrs., 28,800. Multiline. Internet email, newsgroups, satellite feed, 12 CDs, adult. Fee. Sysop: Dennis J. Clark. [Exp. #137.]

Dragon's Lair BBS. (909)794-4340. 8-N-1, 24 hrs., 1200–14,400. CD-ROM, large file base, FidoNet, WWIVnet, ICEnet, many echoes, msg. bases. Free access. Sysop: Hawkeye. [Exp. #137.]

The French Connection BBS. (909)428-7648. 24 hrs. Eight lines. California's largest adults-only BBS. View GIFs online in Windows. Sysop: Christopher A. Moss. [Exp. #138.]

Legend Graphics Online. (909)689-9229. 24 hrs. 16 lines. Super VGA photo images, MoviePICs, huge adults-only file areas. [Exp. #137.]

Outlaw BBS. (909)872-0794. 24 hrs., 14,400. Excalibur Windows point-and-click terminal, fully unique adult BBS. Free limited access. [Exp. #137.]

Is Your Listing Missing?

Free user group and association listings are limited to the group's name, meeting information, contact name and phone number, and a ten-word description. They will be **deleted at six-month intervals** to ensure timeliness and accuracy of information.

Free BBS listings are limited to the board's name, phone number, hours, baud rates, parameters, and a ten-word description. Please let our readers know if your BBS is free or requires a fee. Because we have an ongoing problem of boards shutting down without telling us, much to the annoyance of would-be callers and the new phone number's owner alike, we will **delete these listings after they've run three months.** The notice at the end of the listing—Exp. #xxx—refers to the last issue number it will appear in unless renewed.

You can update or renew your listings at any time. If yours is missing, send your listing information to:

US Mail should go to: MicroTimes User Group, 3470 Buskirk Ave., Pleasant Hill, CA 94523. **Faxes** are welcome at (510)934-3958. **Email** can be sent to: *JohnDownen@aol.com* or MCI:MICROTIMES.

USER GROUPS

AMIGA

Amiga Users Group Of Long Beach. Meetings: 1st Thurs., 7:00 pm, Fire Station Bldg., 5373 E. Second St., Belmont Shores. All persons with an interest in the Amiga computer welcome. Free. [Exp. #137.]

ATUG—San Gabriel Valley. Meetings: last Tues., 7:00 pm, Michaelangelo's Pizza, San Dimas; 3rd Sat., 11:00 am, 1st Southern Baptist Church, Temple City. Call: Steve Ward, (818)285-6424. [Exp. #140.]

APPLE

Champions Of The Mac Proletariat (CHOMP). Meetings: 4th Thurs., 7:00 pm, Cal Poly Pomona, CLA Building, Rm. P2-7, Pomona. Question and answer, raffle of useful software, opportunity to purchase at discount. Call: Craig Richards, (909)985-7385 or Mitch Cohen, (909)598-5766. [Exp. #141.]

Original Apple Corps. Meetings: 2nd Sun., West LA area. Apple II and Mac users group. Support for beginners through experts. Call: Fred Duffy, (310)450-3336. [Exp. #141.]

ATARI

ATESIG—Atari 8-Bit SIG. Meetings: 145 Surf Pl., Seal Beach. Cooperative user group for model railroad applications. Call: (310)430-5433. [Exp. #139.]

South Bay All Computer Enthusiasts. Meetings: 2nd Tues., 7:30 pm, VFW Hall, 1865 Lomita Blvd., Lomita (1 block W of Western). All skill levels. Call: Danny or Mary, (310)834-0040. [Exp. #137.]

CAD

Los Angeles AutoCAD User Group—LAAUG. Meetings: 4th Wed., 6:30 pm, Burbank Board of Realtor's, 2006 W. Magnolia Blvd., 2nd Floor, Burbank. Newsletter, BBS, tutorials, 3D SIG; $50/year or $10 at door. Call: Michael Berman, (818)762-9966. [Exp. #140.]

COMMODORE

San Fernando Valley Commodore 64/128 Users Group. Meetings: 1st Tues., 7:00 pm, Balboa Park Recreation Center, Rm. 2, Balboa and Burbank blvds., Encino. Call: Paul Kroll, (818)892-3859. [Exp. #137.]

DESKTOP PUBLISHING

Desktop Publishing Support Group And Network Social. Meetings: 1st Mon., 7:00 pm, Covina. Hosted by Planet Data Service Company. $1 w/RSVP, $2 at door. Call: Diane M. Silvers, (818)332-0329. [Exp. #137.]

IBM & COMPATIBLES

Greater South Bay PC User Group. Meetings: 2nd Thurs., 7:30 pm, Torrance Recreation Center located behind the main city library, Torrance. Visitors welcome. Call: (310)335-2799. [Exp. #137.]

Long Beach IBM PC And Compatibles Users Group. Meetings: 3rd Wed., 7:00 pm, Masonic Temple, 5155 E. Pacific Coast Hwy., Long Beach. Novice and experienced welcome, BBS, public domain library, newsletter, SIGs. $25/year, $35 for families. Call: Jim Wells, (213)439-7114. [Exp. #141.]

MicroLink PC Users Group. Meetings: 1st Sat., 6:00 pm, La Habra Sr. Center, 165 E. La Habra Blvd., La Habra. Friendly group committed to helping people of all skill levels. Call: (714)491-6069. [Exp. #137.]

NOCCC (North Orange County Computer Club). Meetings: 1st Sun. Computer-oriented meetings, SIGs, newsletter, raffles, and BBS. Call: (714)998-8080. [Exp. #137.]

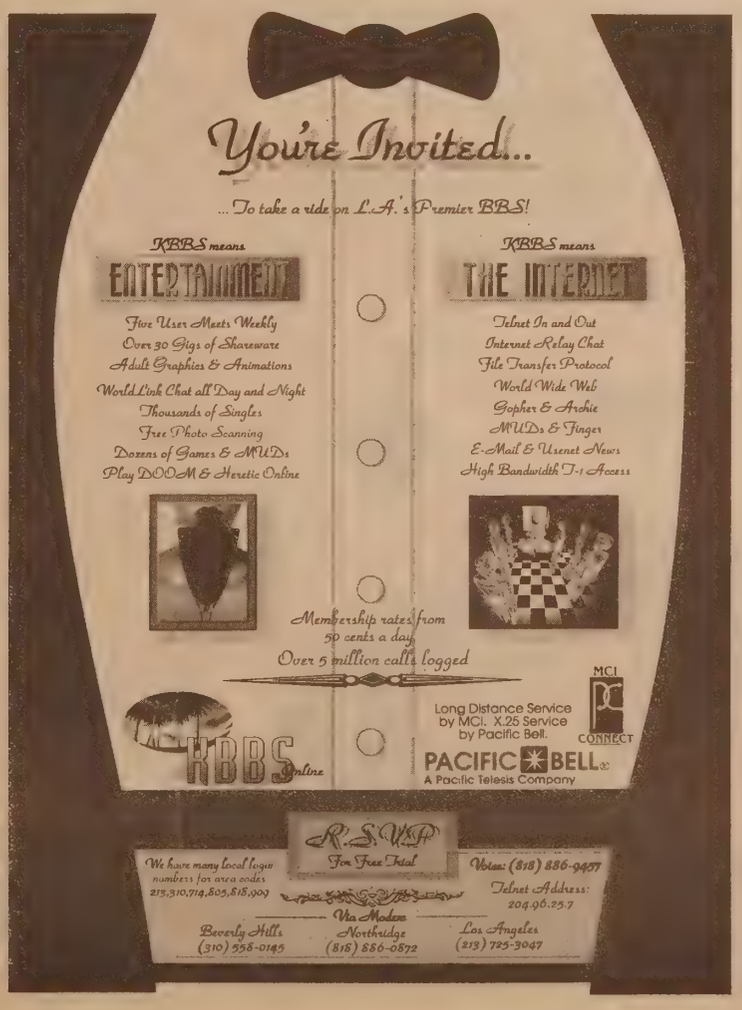
Orange County IBM PC Users Group. Meetings: 2nd Tues., 6:30 pm. Speakers, software, newsletter, BBS. Open to public, all welcome. Call: (714)990-0580. [Exp. #139.]

Pasadena IBM Users Group. Meetings: 3rd Wed., 7:00 pm, 2184 N. Lake Ave., Altadena. Speakers on hardware/software, demonstrations, SIGs, library, newsletter, and BBS. Call: Steve Bass, (818)791-1300. [Exp. #141.]

San Bernardino Personal Computer User Group. Meetings: 1st Wed., 6:30 pm, CSU, Jack Brown Bldg., Rm. 285, San Bernardino. All PC users are welcome to come share information and ideas. Call: Mary Kehew, (909)882-3653 or Dan Sheffield, (909)797-9112. [Exp. #141.]

SCV PC Group. Meetings: 2nd Wed., 7:00 pm, Valencia Town Center Community Room. Call: (805)298-1680. [Exp. #140.]

South Bay All Computer Enthusiasts. Meetings: 2nd Tues., 7:30 pm, VFW Hall, 1865 Lomita Blvd., Lomita (1 block W of Western). All skill levels. Call: Danny or Mary, (310)834-0040. [Exp. #137.]



Resources

USER GROUPS cont...

Southern California Computer Society. Meetings: 4th Tues., 7:00 pm, Farmers & Merchants Bank, 12535 Seal Beach Blvd., Los Alamitos. We welcome all who are interested in IBM and compatible computers; BBS and newsletter. $15/yr. Call: Hank Burwash, (310)596-9670. [Exp. #141.]

Thousand Oaks Personal Computer Club (TOPCC). Meetings: 4th Thurs., 6:30 pm, Goebel Senior Adult Center, 1385 E. Janss Rd., Thousand Oaks. Call: (805)494-8675. [Exp. #141.]

Tug-Net. Meetings: 1st four Thurs. 7:00 pm, Glendale Federal Bank, 7119 Topanga Canyon Blvd., Canoga Park. Visitors free. Ample parking. Call: (818)249-1629 or 884-9441. [Exp. #139.]

Valley Computer Club. Meetings: 1st Wed., 7:00 pm, Burbank Board of Realtors Bldg., 2006 W. Magnolia, rear entrance, Burbank. BBS, PD library, SIGs, newsletter. All welcome. Fee, $4. Call: Estella McClintock, (818)848-1948 or Grayce Hruda, (818)842-3707. [Exp. #141.]

KAYPRO

KAYOS Kaypro User Group. Meetings: 4th Mon. of even months, 6:00 pm, El Segundo Library, Mariposa and Richmond streets. Call: (310)379-8339. [Exp. #137.]

MACINTOSH

Champions Of The Mac Proletariat (CHOMP). Meetings: Thurs. monthly, 7:00 pm, Cal Poly Pomona, CLA Building, Rm. P2-7, Pomona. Call: Craig Richards (909)985-7385 or Mitch Cohen, (909)598-5766. [Exp. #141.]

Long Beach Chapter Of LAMG. Meetings: 1st Tues., 6:00 pm, Signal Hill Elementary School Auditorium, 2285 Walnut, Signal Hill. Presentations, Q&A, diverse group of new and experienced Macintosh users. Call: Roger Kroll, (310)433-9818. [Exp. #140.]

Original Apple Corps. Meetings: 2nd Sun., West LA area. Apple II and Mac user group. Support for beginners through experts. Call: Fred Duffy, (310)450-3336. [Exp. #140.]

South Bay All Computer Enthusiasts. Meetings: 2nd Tues., 7:30 pm, VFW Hall, 1865 Lomita Blvd., Lomita (1 block W of Western). All skill levels. Call: Danny or Mary, (310)834-0040. [Exp. #137.]

South Bay Apple Mac User Group. Meetings: Last Wed., 8:00 pm, Knob Hill Community Center, 320 Knob Hill, Redondo Beach. Newsletter, PD library, demos, and raffles. Call: (310)644-3315. [Exp. #141.]

Southern California Macintosh Owners/Users Group (SMOG). Meetings: 2nd Sat., 10:00 am, Western Digital Bldg., off 405 Freeway at Irvine Center Dr., Irvine. Speakers, product demos, Q&A, PD disks. All skill levels. Call: Dani Maloy, (909)698-7737. [Exp. #139.]

MUSIC

Club Mid. Meetings: 1st Tues., 7:00 pm get acquainted, 7:30 pm meeting, 12282 Loraleen, Garden Grove. Discuss all aspects of MIDI, music, and computers. Call: Art, (714)539-3808. [Exp. #138.]

NETWORKING

Los Angeles NetWare Users Group (LANet). Meetings: 4th Tues., 6:30 pm, Novell, 11300 W. Olympic Blvd. at Sawtelle, 9th Floor, West LA. Vendor presentations and open forum. Call: SCNUA, 1-800- 532-7268. [Exp. #137.]

Orange County Magic Users Group. Meetings: last Wed., 7:00 pm. For users of Magic client/server tools. Call: Richard Grimm, (714)637-7718. [Exp. #137.]

TANDY

San Gabriel Valley Tandy User's Group. Meetings: 2nd Fri., 7:00 pm, Arcadia Park Senior Citizen's Center, 405 S. Santa Anita Ave., Arcadia. Support for Tandy and IBM compatibles, BBS, newsletter, RAM session. Call: Jack Nock, (818)578-0411. [Exp. #140.]

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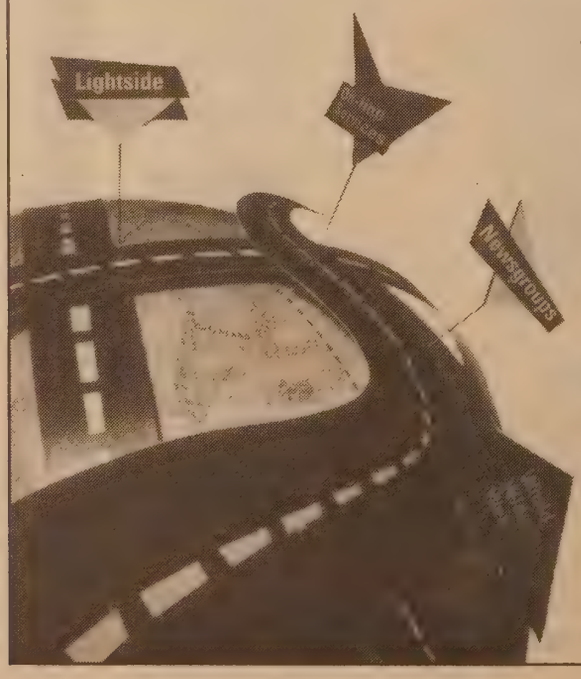

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Web Page Listings *continued from page 94*

Motorcycle Online

http://motorcycle.com/motorcycle.html Anything and everything to do with motorcycles. [Exp. #139.]

Napa Valley PC Users Group

http://community.net/~stevefc/index.html The home page for the Napa Valley PC Users Group. [Exp. #141.]

NetBiz

http://204.188.129.2/netbiz/netbiz.html or *http://voyager.via.net/netbiz/netbiz.html* Your advertising gateway to the Internet. Home pages and online advertising worldwide. [Exp. #140.]

Netsurfer Digest Home Page

http://www.netsurf.com/nsd Netsurfer Digest is a free email-delivered e-zine bringing cyberspace directly to your mailbox. [Exp. #140.]

Network World

http://voyager.via.net/netbiz/network.html The international directory of MLM and network marketing opportunities. [Exp. #141.]

New Wave Culture Plaza Inc.

http://www.rahul.net/newwave/newwave.html A mail order company dedicated to Chinese culture. Chinese CDs, LDs, CD-ROMs... [Exp. #140.]

Northern California Guide To Minor League Baseball

http://www.webcom.com/~rmd/baseball/minorleague.html Schedules, directions, ticket info, etc. for San Jose and Stockton. Coming soon: Modesto, Salinas, Sonoma. [Exp. #140.]

The North Pole

http://northpole.net Browse the North Pole; read messages from Santa, his elves, the reindeer; North Pole weather reports. [Exp. #138.]

The Omega Transmissions—A Techno-Thriller

http://one.mind.net/omega/index.html An action-packed adventure about NASA's SETI project (Search for Extraterrestrial Intelligence). [Exp. #140.]

The Online World Monitor

http://login.eunet.no/~presno/monitor.html A free, bimonthly online product for supporters of The Online World resources handbook; subscriptions available. [Exp. #141.]

Open Book

http://futon.sfsu.edu/%7etalon Open Book presents "Women's Journals," an interactive piece that was created exclusively for the Web. [Exp. #141.]

OpenMarket

http://directory.net/netinfo "New on the Net" report: includes all noteworthy registrations of commercial domains registered with InterNIC. [Exp. #138.]

Palookaville Hats

http://www.primenet.com/~hanibal/hat.html Cool hats for the Global Village Idiot in all of us. [Exp. #141.]

Patrick Salsbury's Home Page

http://www.visionware.com/pat.html 110+

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IBM
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ThinkPad 755C DX4/75 4/340 . . . 4210
ThinkPad 755CE DX4/100 8/340 . . . 4755
ThinkPad 755CSE DX4/100 8/340 . . . 3860

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Toshiba T2100 DX2/50 4/260 . . . $1410
Toshiba T2100CS DX2/50 4/350 . . . 2196
Toshiba T2100CT DX2/50 8/350 . . . 3035
Toshiba T2450CT DX4/75 8/320 . . . 3480
Toshiba T4800CT DX4/75 8/500 . . . 3480

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Action Laser 1500 . . . 460
Action Laser 1600 . . . 760
Color Stylus . . . 499

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NEC XP17 . . . 1205
NEC XE21 . . . 1945
NEC XP21 . . . 2387
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SuperMatch 20 Plus . . . 1410
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Discovery CD New Edition . . . 275
GameBlaster CD . . . 399
MultiMedia Home Office . . . 415
Value CD . . . 245

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Diamond 5000 . . . 445

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HP Vectra VE Pentium 90 8/540 . . . 2009
NEC PM Pentium 75 8/540 . . . 1599
Epson Action Tower 3000 MultiMedia 8/420 1399

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HP LaserJet 4MP . . . 1070
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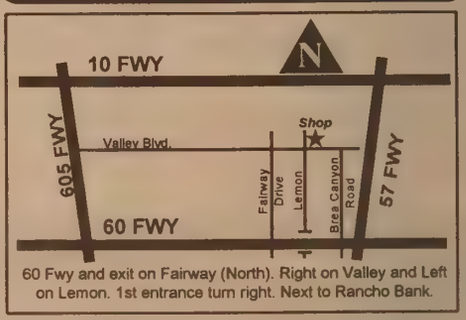

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Sound Blaster 16 SCSI Multi Media Kit
Creative Lab Sound Blaster 16-Bit SCSI Sound Card, 4-Watt Mini Speakers, US Atlas, World Atlas, ChessMaster4000, Mavis Teaches Typing CD Titles
w/NEC 511 4X CD ROM $420
w/Toshiba 3501B 4X CD ROM SCSI Call

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w/14CD Titles & 115-Watt Speakers $315
w/4CD Titles & 4-Watt Speakers $280

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Toshiba 4X Quad Speed CD ROM Drive, 16-Bit Sound Card, MS Bundle includes Golf, Best Entertainment Pack, Works & Money, Encarta 95, Scenes

Installation Available. Please Call for Details!

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Int'l Branch: *Genisys Ltd., Punane 6, Tallinn, Estonia EE00336*

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Full Tower w/250W p/s & dig. disp. w/2Fans	$78
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Full Tower w/250W p/s & dig. disp.(*qty 20+ call)	$88
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2nd Fan	$10

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Trident 9000 SVGA w/512K 1024x768	$36
Trident 8900 SVGA w/1MB 1024x768	$58
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Trident 9440 PCI (1MB)	$75
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S3 (Stealth 24 compt.) VLB 1MB Accel	$68
S3 PCI 1MB Accel	$88
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Diamond Computer

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Stealth 32 PCI	$158
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Viper PCI 2MB	Call

Call for Other Video Display

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BIS 28,800 Int. Fax Modem (Hayes Compatible)	$138
US Robotics 14,400 Int	$99
US Robotics 14,400 Ext	$112
US Robotics 28,800 Internal Fax Modem	$218
US Robotics 28,800 External Fax Modem	$248

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486SLC33MHz w/CPU 0K Cache	$69

486 VESA Local Bus Main Board

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64K Cache 30pin	$188
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Blue Lightning IBM SLC-75 w/256K cache w/IDE+I/O	$189
UMC 486 PCI 256K Cahce IDE I/O Burst-in (72P)	$139
QDI/JM Green 486SX/DX VLB+128K Cache (30/72P)	$75
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PC Chip ZiF (30/72Pin)	$88
SIS/Opti ZiF (30/72Pin)	$98
VEGA 486VLB+256K Cache ZiF (30pin) (USA)	$135
VEGA 486VLB+256K Cache ZiF (72pin) (USA)	$145

*Please specify 3.3V or 5V selectable Motherboard

486 CPU Heat Sink & Fan	$

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Opti P5-60/66 PCI + VLB w/256K Cache	$172
Opti P5-60/66 PCI + VLB w/512K Cache	$212
Opti P5-90/100 PCI + VLB w/256K Cache	$195
Opti P5-90/100 PCI + VLB w/512K Cache	$235
ALI P5-60/66 PCI (256K Cache)	$180
ALI P5-60/66 PCI (512K Cache)	$190
SIS P5-90/100 PCI (256K Cache)	$170
SIS P5-90/100 PCI (512K Cache)	$210
Pentium CPU Heat Sink & Fan	$12

Please call for current CPU Price $$

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Printer Card	$10

Vesa Local Bus

VLB Super IDE ctrl. w/I/O (Qty 20+ $15)	$18
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2842 VLB SCSI H/F w/o Kit / w/Kit	$198/230
2940 PCI SCSI Ctrl / 2940 PCI w/Kit	$190/269
2940W PCI Wide SCSI	Call

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14" 1458 SVGA NI (.28 1024x768) E2E	$205	$240
15" 1588 SVGA NI (.28 1280x1024) F/S Dig	$295	$320

CTX (2-Yr Manufacturer's Warranty)

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1565GM 15" (NI .28 1024x768, Dig)	$320
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1786GM 17" Digital NI	Call

MAG

MAG 15" DX15F	Call
MAG 17" DX17F	$976

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Authorized Dealer

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17" 17 SVGA NI (.27dp, Digital,76Hz,1600X1280)	Call
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New ViewSonic Models Coming Soon !!!

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BTC 12" Amber TTL Mono	$75
14" TTL Mono PW/Amber	$82
14" Mono (B&W) VGA	$95
14" Mono (B&W) SVGA	$99

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Panasonic 562/3 (2X Speed) CD ROM	$115
Sony 55E (IDE Intr) 2X Speed	$110
Sony 55E (IDE Intr) 2X Speed (Black)	$120
NEC 511 Quad Speed SCSI	$289
Teac Quad Speed, (Panasonic Interface)	$165
Toshiba Quad Speed CD ROM (IDE)	Call
Toshiba 3501B Quad Speed CD ROM (SCSI)	$289
Combo Special: Mitsumi 4X CD ROM w/ Mozart 16-Bit Sound Card	$189
Opti Chip 16-Bit Sound Card (by ACER) (SB16 MCD Compatible) (Great Value)	$59
Creative Lab	
Sound Blaster 16 Basic	$66
Sound Blaster 16 MCD w/16ASP (Advance Signal Processor)	$72
Sound Blaster 16 SCSI w/ASP (Advance Signal Processor)	$155
	$130
	$195
Multi CD Interface (Controls Sony/Mitsumi/Panasonic)	$12
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Zoltrix Quad Speed Package Toshiba 4X Quad Speed CD ROM, 16-Bit Sound Card, MS Golf, Entertainment, Works, Money, Encarta 95 & Scenes, (limited Special)	$299

KEYBOARDS

BTC 101 Enhance (65 Series)	$18
Keytronic 101 KT2000 (USA)	$25
Fujitsu 4700 101	$42
Focus 2001 w/Dust Cover	$30
Focus 6200 w/Cover	$36
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Focus 7000 103 Keys w/Trackball	$73
Focus 9000 128 Keys w/Calculator	$75
BLACK Focus 2001 101 Enh. K/B	$38

MICE & TRACKBALLS

Leadgen Hi-res Mouse(Serial)	$9
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Truedox Trackball TB300	$28
Microsoft Mouse Serial/Bus	$27/32
BLACK AX300 (Serial) Hi-res Mouse	$22
Mouse Pad	$3

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Conner Peripherals 1.2GByte IDE	$359
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Maxtor 420MB IDE	$169
Maxtor 540MB IDE	$179
Maxtor 850MB IDE	$255
Maxtor 1.2GByte IDE	$415
Quantum 420MB IDE	$165
Quantum 540MB IDE	$176
Quantum 540MB SCSI	$220
Quantum 730MB IDE	$235
Quantum 1.06GByte SCSI-II	$525
Quantum 2.0GByte SCSI-II	$899
Samsung 420MB IDE	$165
Samsung 540MB IDE (Special)	$170
Seagate 270MB IDE	$148
Seagate 850MB IDE	$238
Seagate 1.05GByte IDE	$320
WD Caviar 2420 420MB IDE (11ms)	Call
WD Caviar 2540 540MB IDE (11ms)	Call
WD Caviar 730MB IDE	Call
WD Caviar 850MB IDE	$285
WD Caviar 1.08GByte IDE	$349
WD Caviar 1.2GByte IDE	$359

	1.2	1.44
Teac (Beige)	$41	$31
Teac (Black)	$51	$41
Mitsumi	$39	$28
Teac FD505 2-in-1 Combo (1.2+1.44MB)	$85	
1.44 Floppy Drive Kit (Beige/Black)	$3/6	
Hard Drive 3.25" Mounting Frame	$5	

Miscellaneous

UL Power Surge Panel Protector	$19
UL Power Surge Pad Protector w/Tel, Modem, Fax Protection (Jack)	$29
Power Strip Surge Protector	$9
IDE Cable	$3
2HD SCSI Cable	$5
3HD SCSI Cable	$6
5HD SCSI Cable	$10
6' RS232 Serial cable (M-M / M-F)	$10
6' Parallel Printer Cable	$6
15' Parallel Printer Cable	$10
Ethernet Terminator	$2

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Web Page Listings *continued...*

starting points for exploring the Web, HTML URLs, and me on a rock. :-) [Exp. #140.]

PhoenixWeb

http://www.ptltd.com BIOS, plug and play SW, PCMCIA SW, Eclipse SW for desktop, portable, and hand-held PCs. [Exp. #140.]

QuoteCom

http://www.quote.com/ Stock quotes, business news, financial market data for investors. [Exp. #139.]

Randy Ksar's Home Page

http://www.mvhs.edu/~rksar Gives links and documents to those in need of a quick overview of the Web. Also offers Web services. [Exp. #138.]

Resumes Online

http://voyager.via.net/netbiz/resumes.html The place for job seekers to tell the world market of their availability. [Exp. #141.]

Rock Around the World™

http://www.ratw.com Rock Around the World™ radio shows and newspapers: music, interviews, news—the '70s through today. [Exp. #141.]

RTFM World

http://www.dnai.com/~cthomas/rtfm RTFM is an occasional rock 'n' roll band of Sybase tech support people. [Exp. #140.]

San Francisco Bay Area And Beyond

http://www.hyperion.com/ba/sfbay.html Pointers to local attractions, entertainment, community services, employment, newspapers, sports, dining, and more. Updated weekly. [Exp. #140.]

The San Francisco Network

http://www.SF.net Growing collection of Bay Area databases and newsletters including restaurants, wineries, entertainment, and commercial locations. [Exp. #138.]

San Jose Symphony Home Port

http://webcom.com/~sjsympho/ Meet Maestro Leonid Grin and the 89 musicians of the San Jose Symphony. [Exp. #139.]

San Mateo Times

http://www.baynet.com/smtimes/index.html San Mateo County's only daily newspaper. [Exp. #139.]

The Seamless Website™

http://tsw.ingress.com/tsw/ Advertisements for law firms and legal services providers; law review articles and other legal information. [Exp. #140.]

Sega Web

http://www.segaoa.com Product information and graphics from the interactive king. Contests for prizes. [Exp. #140.]

Seminars in Usable Design

http://www.info-design.com/usable.design Seminars in online information design, UI design, and usability testing. Leaders include William Horton. [Exp. #141.]

Sensational Seminars

http://www.onramp.net/sensational Sensational Seminars, Inc. "We Make Education An Experience." [Exp. #139.]

Sharrow Advertising & Marketing BizInfo=A9 Resource Center

ftp://ftp.crl.com/users/ro/csharrow/homepage.html Advertising and marketing reports and issues, mail order catalogs, ad parodies, humor and sarcasm, digital age issues and essays. [Exp. #140.]

The Shaw Festival

http://www.cyberplex.com/CyberPlex/Arts/Shaw/Shaw.html Information about shows currently being performed by the only company that specializes in plays written during G.B. Shaw's lifetime. [Exp. #138.]

SK Writers Home Page

http://www.skwriters.com A placement agency specializing in technical pubs, marcom, and training professionals. [Exp. #141.]

Sofal's Place

http://www.csua.berkeley.edu/~sophal Sophal's home page has many links to Cambodian-related home pages, not to mention his favorite quotations. [Exp. #140.]

Software Technology Service

ftp://ftp.crl.com/ftp/users/ro/sts/StsWWW/homepage.html Software and electronic analysis, design, and engineering. Specializing in unusual languages, systems, projects, and prototypes. [Exp. #140.]

The SRMC Spider Web

http://sweb.srmc.com/ Full-service ISP-WWW, 28.8, ISDN through T-1, as well as on-site support and maintenance. [Exp. #139.]

Stanford Center For Tuberculosis Research

http://molepi.stanford.edu Research at Stanford University tracking the spread of tuberculosis in San Francisco. [Exp. #140.]

Stanford University Bechtel International Center

http://fugi.Stanford.edu/icenter/icenter.html Programs and services offered by I-Center for Int'l. students/scholars, families, and students who want to travel abroad. [Exp. #141.]

Starbox Grand Central

http://www.starbox.com/starbox/ Contact Tecnation Digital World for your own Starbox™ WWW site and inclusion in the intuitive Starbox directory. [Exp. #141.]

Star Trek: Voyager

http://voyager.paramount.com Latest Web site by Paramount promotes new Star Trek show and connects studio with the fans. [Exp. #138.]

Stowe Mountain Resort

http://www.together.com/sms/stowe Photos, weather maps, snow condition reports, press releases, lodging information, insider's guides, and special offers. [Exp. #139.]

SuperBusiness NET

http://www.sbusiness.com Web pages, ftp and Internet services for business. We will be featuring secure transactions via the Web. [Exp. #140.]

Sybase Home Page

http://www.sybase.com Info on products and services; views of the San Francisco Bay by clicking on BayCam button. [Exp. #139.]

Symmetric Technology

http://www.Symmetric.com Computer design, software development, sys-

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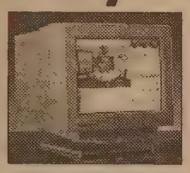

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F5601W	17"	.28	1280 X 1024	1199
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F7601W	21"	.31	1280 X 1024	1949
F7801W	21"	.26	1600 X 1280	3099
T220	20"	.30	1600 X 1200	1949

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MX 17FG	17"	.26	1280 X 1024	799
DX 17F	17"	.26	1280 X 1024	649
MX 21F	21"	.28	1600 X 1280	1699

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15EX	15"	Flat Screen NI	.28	1280 x 1024 445
17E	17"	Digital Multi-Freq.	.28	1280 x 1024 725
17G	17"	Digital Multi-Freq.	.28	1600 x 1280 749
15	15"	Digital Multi-Freq.	.28	1280 x 1024 455
17	17"	Digital Multi-Freq.	.28	1600 x 1280 829
20	20"	Digital Multi-Freq.	.28	1600 x 1280 1499
21	21"	Digital Multi-Freq.	.28	1600 x 1280 1649

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Enterprise IV 486DX-50MHz EISA VLB	699
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Super Voyager III 486DX2-66MHz VLB	549
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AMD 486DX2-66	$1,038

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  - HP LASERJET 4 + /4M+ $[illegible]
  - HP LASERJET 4 V $[illegible]
  - HP DJ-1200C / 1200CPS $[illegible]
  - HP SCANNER II CX $[illegible]
- **CANON:**
  - CANON BJ-200ex / BJC-4000 $[illegible]
  - CANON BJ-600e $[illegible]
- **EPSON:**
  - EPSON AP- 2250 / DP-5000+ $[illegible]
  - EPSON 400 / 800+ $[illegible]
  - EPSON STYLUS-COLOR $[illegible]
  - EPSON AL-1100/1400 $[illegible]
  - EPSON AL-1500/1600 $[illegible]
- **PANASONIC**
  - KX-P1150 / P2130 $[illegible]
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Web Page Listings *continued...*

tems, and networks. [Exp. #141.]

The Tax Prophet

http://www.taxprophet.com The Tax Prophet deciphers the Internal Revenue Code for taxpayers and professionals alike. [Exp. #141.]

Tecnation Digital World

http://www.tecnation.com/tecnation/ Tecnation Digital World's online presence. Read about our innovative products and creative services. [Exp. #139.]

TELOS, The Electronic Library Of Science

http://www.telospub.com/ TELOS publishes scientific titles with electronic components: CD-ROMs, diskettes, or files via Internet. It's cool. [Exp. #140.]

Things I'd Like to See in CyberSpace

http://www.clark.net/pub/journalism/wishes.html A simple home page to collect the thoughts and wishes of those using the Internet. [Exp. #139.]

THOMAS

http://thomas.loc.gov US House of Representatives: full text of all bills of 103rd Congress, email addresses, more. [Exp. #139.]

Tim Ho

http://cad.ucla.edu:/~ho A serialized comic strip about a PC computer mouse. [Exp. #139.]

Tradenet

http://voyager.via.net/netbiz/tradenet.html The international directory of world trade opportunities and offerings. [Exp. #141.]

TV Net

http://tvnet.com/TVnet.html TV Net provides information on broadcast/cable TV stations throughout the US and the world. [Exp. #138.]

UC Riverside, California Museum Of Photography

http://cmp1.ucr.edu Historical photographs, contemporary media arts, and children's projects are at the UCR/California Museum of Photography. [Exp. #140.]

UC Santa Cruz Extension Catalog

http://www.ucsc.edu/unex Quarterly, UCSC Extension provides its catalog of 500 courses, as well as events and information. [Exp. #141.]

Uniform Capital Access Network

http://www.ucan.com/ucan/ Offers investors and entrepreneurs the opportunity to explore business prospects. [Exp. #138.]

USAMALL

http://www.usamall.com Fun page with hot and hip info, adventure sports, and entertainment schedule for concerts in the Bay Area. [Exp. #140.]

Vegan Action

http://www.umanitoba.ca/arrs/va/vegan_action.html A nonprofit group providing information on vegan, animal-free diets and lifestyles. [Exp. #139.]

Videomaker's Camcorder & Desktop Video

http://www.videomaker.com High-quality, up-to-date information on video production and distribution; to democratize and enrich television. [Exp. #141.]

Vinko Kojundzic's Home Page

http://maja.zems.fer.hr/~vkojun This is a home page with nice pictures of Zagreb, and a link to our official WWW server. [Exp. #140.]

Virtual Vegas

http://www.virtualvegas.com Virtual Vegas brings fun, entertainment, contests, prizes, and more. You can virtually gamble here—stay tuned! [Exp. #141.]

Virtual Vineyards

http://www.virtualvin.com Learn about the delights of great wine, discover your wine tastes, buy carefully selected wines. [Exp. #141.]

Visionware Home Page

http://www.visionware.com/ PC/UNIX connectivity products: PC X-Servers, terminal emulators, ODBC solutions, and free software demos! [Exp. #140.]

W3-design

http://www.w3-design.com Designers of World Wide Web sites. [Exp. #139.]

Walnut Creek CDROM

http://www.cdrom.com Publisher of over 50 CD-ROM titles and host of the busiest ftp site on the Internet. [Exp. #141.]

Walt Perko's Home Page

http://slip.net/~wperko See pics of CD-ROMs 10,000 Sounds & Songs and MegaMODMadNess vol. 1. [Exp. #140.]

WebChat

http://www.IRSociety/WebChat.html Real-time, multimedia chatting on the WWW. [Exp. #139.]

Web Communications Corp. Home Page

http://www.webcom.com/ Self-service, value-added, inexpensive WWW publishing services. [Exp. #141.]

Web World

http://204.188.129.2/netbiz/webworld.html or *http://voyager.via.net/netbiz/webworld.html* The World Wide Web home page directory. Access any listed page with one mouse click. [Exp. #140.]

Weddings Online

http://www.sensemedia.net/sprawl/weddings A one-stop information resource making it possible to plan your wedding right from home. [Exp. #140.]

Welcome To WOL On The Web

http://www.cris.com/WOL The home of *Windows OnLine* and the *WinOnLine Review* (online magazines) commercial and shareware reviews. [Exp. #140.]

Wellness Essentials

http://voyager.via.net/netbiz/weles.html The home page of wellness information and nutritional products and more. [Exp. #141.]

What's New in Travel

http://voyager.via.net/netbiz/travel.html The place to get "freebies," info, discounts, and hot travel deals. [Exp. #141.]

WH Networks

http://www.whnet.com/wolfgang Connecting Minds, data communications archive. [Exp. #140.]

World Conquest

http://dnai.com/~conquest Popular two- to twelve-player wargame (WWII) w/GUI (shareware), hourly turn processing. [Exp. #140.]

Writer's Showcase

http://community.net/~necknox Tells about the author and book on disk called *Fatal Image.* [Exp. #140.]

you@here.now

http://www.webcom.com/~blessed Interactive philosophical site that allows you to share your contemporaneous thoughts with your fellow beings. [Exp. #140.]

ZIPZAP Universe

http://zipzap.com Home to the ZIPZAP Gallery, *Deep Style* Magazine, *ZIPZAP* e-zine, and the ZIPZAP Universe BBS. [Exp. #140.]

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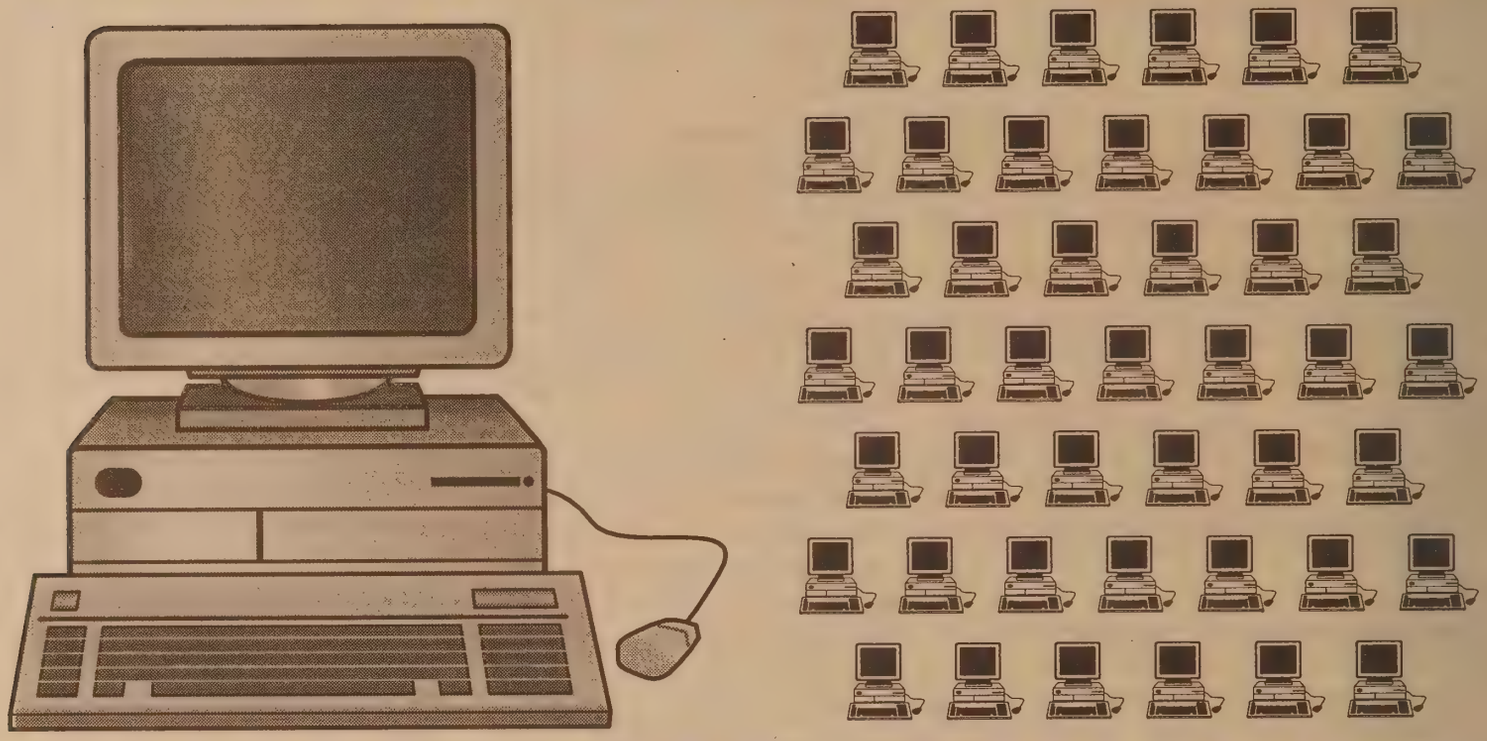

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Product Reviews *continued from page 174...*

Multimedia Typing Instructor

Move over Mavis Beacon—there's a new typing kid on the block! Designed for the beginner, the hunt-and-peck typist, and for improving the speed and accuracy of the experienced typist, this is a typing CD-ROM with a decidedly different feel. It is a thoroughly engaging travel adventure that combines all the elements of multimedia—graphics, animation, video, and sound—with solid learning objectives.

The format is an airport travel adventure that offers a variety of lessons and tests in the form of "passports" to travel destinations. You arrive at one of many screen shots of your chosen destination, such as Greece or the Bahamas, then choose accompanying music, such as classical, reggae, or Broadway, to listen to as you type. The result is a nonintimidating environment, so friendly that learning is almost effortless. Multimedia Typing Instructor really shows off the potential of multimedia as a teaching and learning tool. It keeps its promise to take the tedium out of typing and makes typing fun. (Individual Software, Inc. 1-800-822-3522)

Stradiwackius, The Counting Concert

Published By: T/Maker
For: Windows 3.1, 486, at least 4MB ram
List Price: $19.95
Reviewed By: Isaac C. Dziga

Stradiwackius, the Counting Concert, is a fanciful expedition into the magical world of music for young children. You enter a library and are met by three worms. Wendy teaches you about words and languages. Albert has a large knowledge of facts, and wants to share them with you. Pablo the artist helps you paint pictures of different instruments, and also lets you create fanciful instruments. The whole game is centered around a lesson of counting from one to ten. It begins with "one Piano painted like a

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LX-300 $179
FX-870/1170 $299/379
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LQ-870/1170 $459/639
LQ-1070+ $379
LQ-2550 $999
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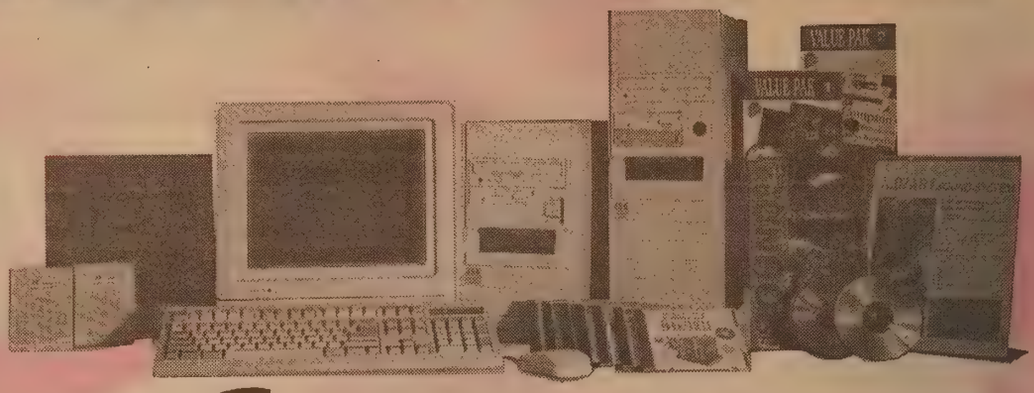

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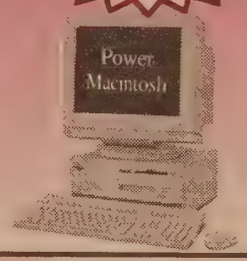

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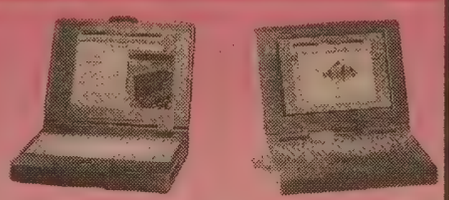

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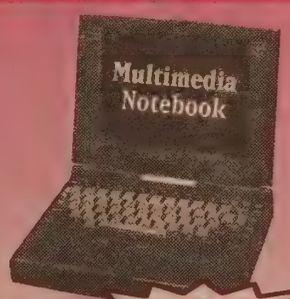

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NEC XP21, 1680x1200 .28, 70Hz, LR 2375
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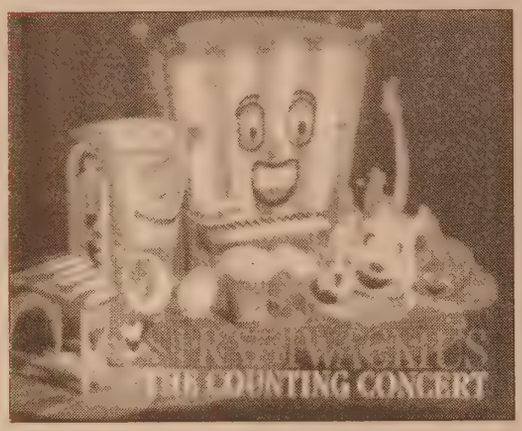
Product Reviews *continued from page 221...*



clown," and progresses to "two electric guitars," and goes through all the first ten numbers. Another fun aspect of this game is that you can play it in English, Spanish, French, and German. Using this, children can learn to count not only in English, but in three other languages as well. (T/Maker Co., 1390 Villa St., Mountain View, CA, 94041. 415/962-0195)

The Magic School Bus Explores The Human Body

Published By: Microsoft
For: Microsoft Windows
List Price: $49.98
Reviewed By: Isaac C. Dziga

Based on the successful series of books and cartoons, The Magic School Bus Explores the Human Body CD-ROM is a multimedia voyage through the body of Arnold, a student in Miss Frizzle's fourth grade class. You begin the game in the classroom where you can talk to each student, and play games relating to the anatomy. Once you have entered Arnold's body, it is your job to navigate through twelve areas of the body before you are allowed to leave. In each part of the body, you can examine the reports about that part written by your fellow students. You can also play games about each body system on Ralphie's video game player. Through playing this game, young children, older children, and adults alike can all learn a little more about the human body. As you peer out the bus windows into each part of the body, you can see objects floating around that you can click on and learn more about. The animation sequences as you travel from body system to body system are really superb. You really feel like you have entered the body of another person. This game comes with a passport where you can affix stamps for each area you've traveled. My four-year-old brother is a fan of *The Magic School Bus* cartoon, and really enjoyed this game. Now any time I turn on the computer I hear, "Isaac, can we go to the esophagus?" (Microsoft Corp., One Micorsoft Way, Redmond, WA 98052-6399. 206/882-8080)

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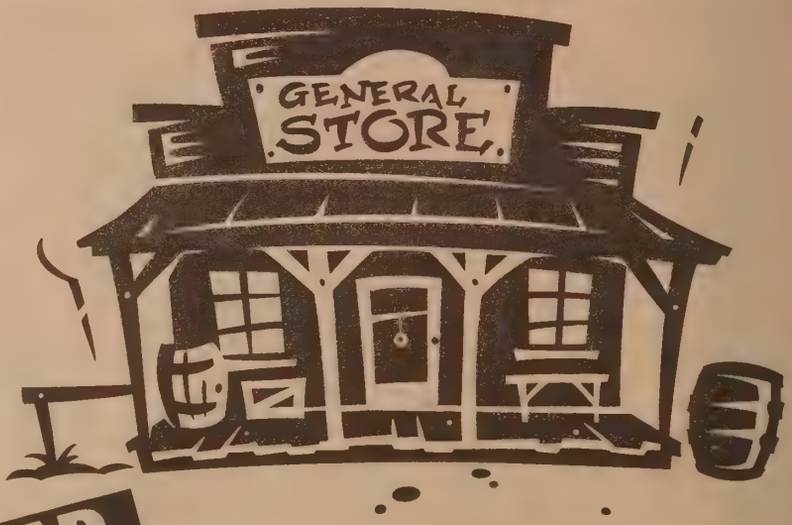

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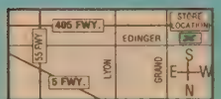

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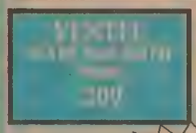

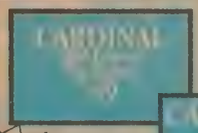

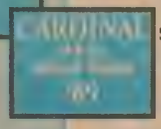

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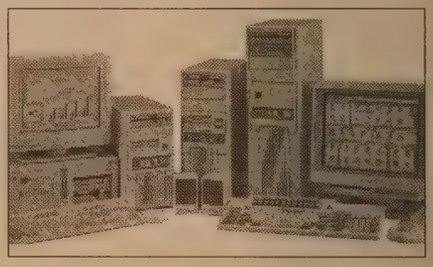

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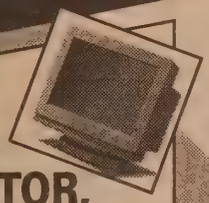

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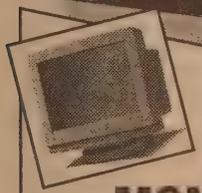

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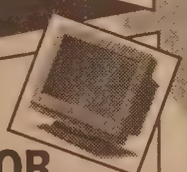

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Online Services *continued from page 96*

ferences with real credit-card numbers passing around, or wild-eyed burbclaves harboring thoughts of racial purity or political correctness. Additionally, there is the question of how advanced, interactive, and "free" and creative these environments will be allowed to become. For instance, will users' avatars be able to customize environments themselves, hack new objects, code new gestures and capabilities—or be saddled with censorship committees based in Columbus, Ohio?

Spry

Meanwhile, in March, CompuServe purchased Seattle, WA-based Spry, Inc. for an estimated $100 million. This is, perhaps, the largest deal yet for the Internet industry. Spry will become the centerpiece of CompuServe's Internet Division. The acquisition signals CompuServe's broadening program of providing easy-to-use Internet access and services for its commercial and corporate customers.

Spry, Inc., which sells Internet-in-a-Box and AIR Internet Office products, marketed the first shrink-wrapped retail-distribution packages that provide easy desktop computer access for individual and networked PC users. Prior to the acquisition by CompuServe, Spry had previously entered into an agreement with Spyglass, Inc. to license and integrate into its products Enhanced Mosaic, the commercial version of the University of Illinois's popular shareware World Wide Web browser. Enhanced Mosaic 2.0 provides a number of new features that make commerce on the Internet increasingly viable, including standards-based security and a payment-processing framework that enable a variety of business transactions to take place without risk.

In combination with CompuServe's previously announced Point-to-Point (PPP) Internet access, Spry brings to CompuServe the ability to greatly expand its Internet services to its 2.7 million+ customers. CompuServe promises one-click installation of Spry's Mosaic software and cost-effective Internet access from 140 countries worldwide, with more than 420 points of presence for local dial-up connection to the Internet. The acquisition also provides the opportunity for CompuServe to launch future services and to increase its ability to provide secure Internet access for its corporate customers.

CompuServe's Internet Division will be led by Spry's president and founder David Pool. The group will focus on corporate services, such as providing assistance to companies in developing and managing corporate home pages and integrating Web servers based on CompuServe's hardware into a company's enterprise-wide network. Pool's group will also help develop and manage network access and security management. CompuServe's software may be requested by calling 1-800-524-3388, ext. 664. ■

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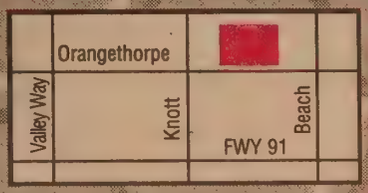

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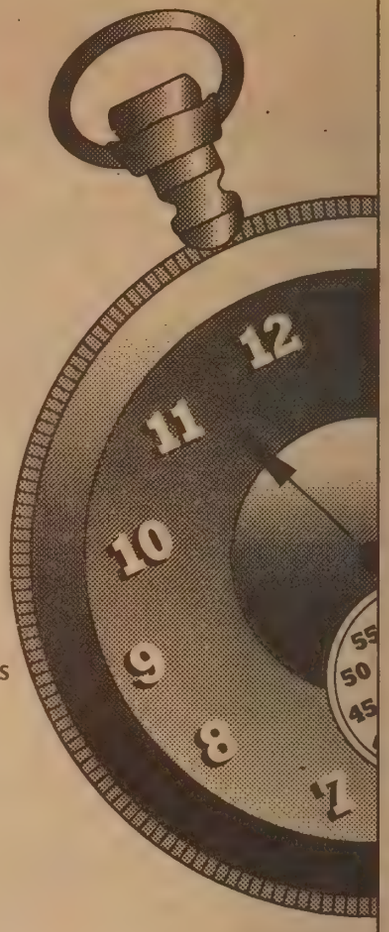

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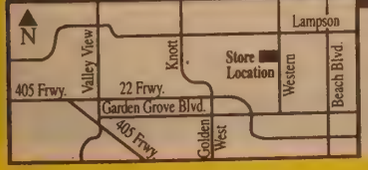

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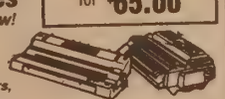

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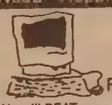
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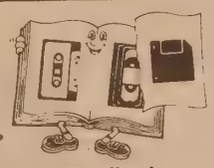
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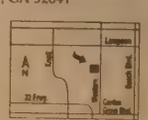

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Palmtops *continued from page 34*

without planning but with a lot of enthusiasm, the dream of vast quantities of information has come into being. The World Wide Web is the primary vehicle for this sudden transformation of the cyberscape.

What makes the Web so unique is that it's so easy to "publish" on the Web. Almost anyone can get an account on a system and set up their own home page, sticking whatever they find interesting on it. Want to find out the latest information on, let's say, whale watching? (I just picked that subject off the top of my head). OK, type in "whale.watching" into the Lycos Web search engine, and boom! I get a list of pages devoted to whale watching. Jump to the first page and boom! a recording of a whale song. Click on another link—a beautiful picture of a whale and her baby. Click again—information on how to go whale watching off the coast of California and Oregon.

Using the Web for shopping is also a reality now; the Web can be used to purchase anything from books to computer equipment, even hothouse flowers in Hawaii. These are things that had been talked about for years but it took the Internet and the WWW to bring to fruition.

PDAs in particular have been touted for quick searches through computer databases to get up-to-date information about things like hotel accomodations or restaurants. The whole concept of Telescript, for example, is based on this notion of the best use of a PDA. Telescript, however, is a proprietary system which runs only on Magic Cap-based PDAs at present. There are very few services which employ Telescript, and it may be a while before this catches on. On the other hand, the Web is a wide open standard, and for this reason it has exploded in popularity.

PDAs have yet to have a quick and easy interface to the Web which could be used from anywhere in the world. However, AllPen has gone the first step by creating its own HTML browser for the Apple Newton which can connect to a Mac server which can in turn be connected via TCP/IP to the Web. Unfortunately, this technology does not allow the Newton to directly connect to the Web via, say, a PPP link, so it's still at least one step away from being a full Web solution for Newton users. However, it's a promising first step, and it's a feature that would be interesting to see on new PDAs from other companies. ■

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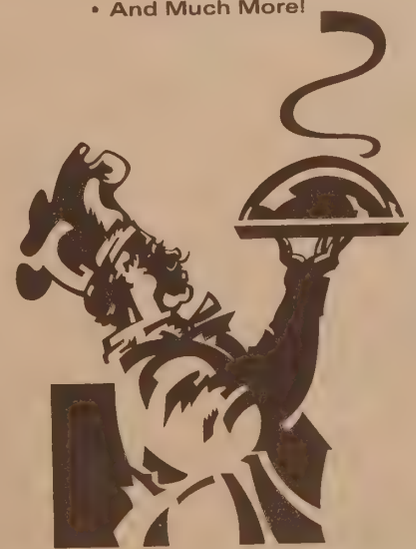

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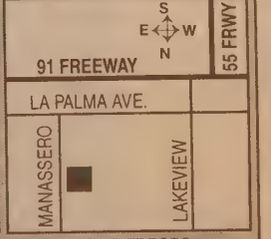

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Apple® Macintosh Quadra® 630
$939
4/250
- Motorola 68040 66MHz Processor/33MHz data base
- 8MB RAM
- Power PC upgradable
- Includes Communication slots for Ethernet or Fax/Modem
- Video slot for NTSC, PAL, SECAM video input Card
- Monitor & KB not included

Apple® Macintosh Quadra® 650
$2069
8/230
- Motorola 68040 33MHz
- Built-in Math Co-Processor
- 3 Nu Bus slots
- KB & Monitor not Included

Apple® Power Macintosh™ 8100/80 Softwindows
16/500/SOFT WINDOWS
$3189
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- Insignia™ Softwindows Included
- Monitor & Keyboard Not Included

Apple® Color Stylewriter® 2400
$437
- 360 DPS Resolution
- 3 pages Per Minute
- Two Separate Ink Cartridges

Apple® Color Stylewriter® Pro
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- 2MB of Ram
- w/Toner

Apple® PersonalLaserwriter® 320
$849
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- 4 Pages Per minute
- 2MB of Ram
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Apple® Macintosh® Performa® 475
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$1
- 5MB Ram, 160MB HDD
- 68030/33MHz Processor
- 4 Interactive CD-ROMs
- 12 Software Programs
- Internal CD-ROM and Music
- Built-in 14" Sony Color Monitor
- Global Village 24/98 Fax/Modem
- Keyboard & Mouse

Apple® Macintosh® Performa® 575/577
$1
Complete System
- 68030/33/66MHz Processor
- 250 MB HDD
- 4 Interactive CD-ROMs
- 12 Software Programs
- Internal CD-ROM drive for both CD ROM and Music
- Built-in 14" Sony Color Monitor
- Global Village 24/98 Fax/Modem
- Keyboard & Mouse
- 5MB Ram 250MB HDD/Performa 575
- 5MB Ram 320MB HDD/Performa 577

Apple® Macintosh® Performa® 578
$1
- Complete System
- 68030/33/66MHz Processor
- 8MB Ram 320 MB HDD
- 4 Interactive CD-ROMs
- 12 Software Programs
- Internal CD-ROM drive for both CD ROM and Music
- Built-in 14" Sony Color Monitor
- Global Village 24/98 Fax/Modem
- Keyboard & Mouse

Apple® Macintosh® Performa® 630/630CD
$1
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- Motorola 68040 66-MHz processor/ 33MHz data bus
- 250MB HDD
- Integrated 14" plus Display
- Apple Design KB
- 12 Software programs
- Internal CD ROM
- Fax/Modem
- 6 CD Titles
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- 630CD 8MB Ram

Apple® Macintosh® Performa® 638CD
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HP4+
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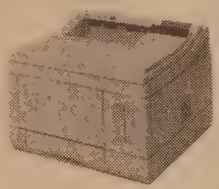

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- Duplex Option

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HP 4M + ...**$1889**

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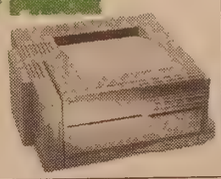

- 6PPM Speed
- 20MHz Cold Fire Processor

4MB upgrade
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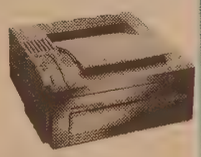

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- 300 DPI Reg.
- Affordable printing

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Toner **$65**
HP 4ML **$989**

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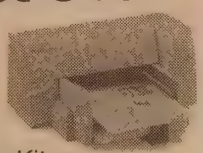

- 600x300 DPI
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- 35 Scalable Fonts

DeskWriter 540 . . . . . .**$279**

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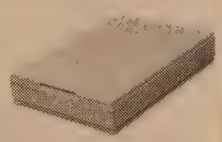

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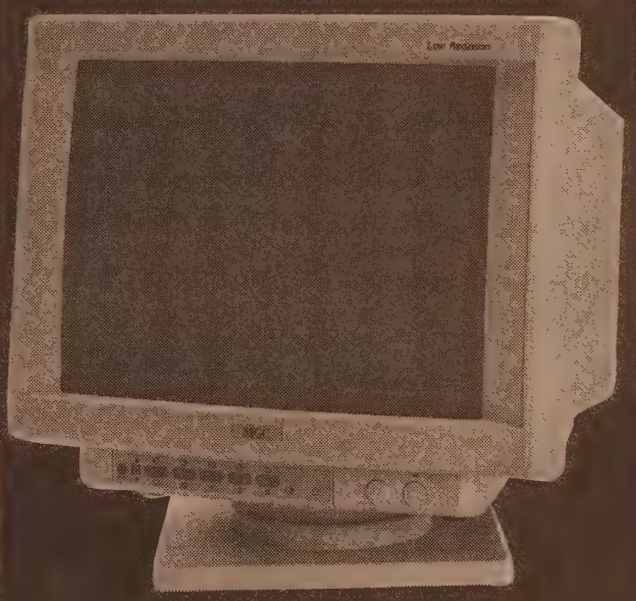

MGC-1765VAF 17"

dot pitch	resolution	vertical sync.	horizontal sync.
0.26mm	1280 x 1024	50-100Hz	30-65KHz

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energy
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With the flat screen tube design, light reflection disturbances and other distortions common in regular monitors, are eliminated to provide a sharper and more comfortable image.

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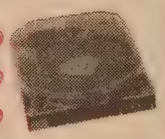

1.2 GIG $379
850 MB $269
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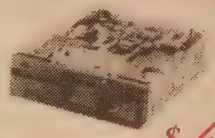

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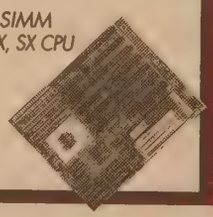

- 128K Cache
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- ZIF Socket
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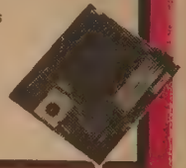

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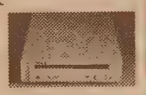

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- 300K Transfer Rate
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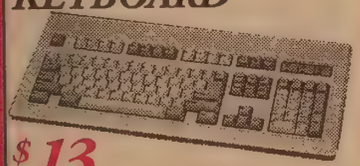

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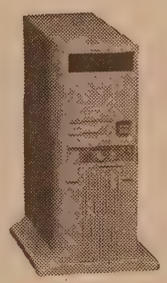

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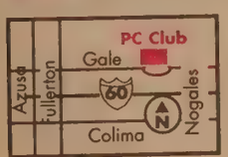

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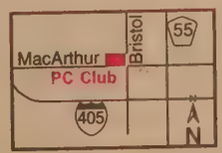

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* 128K cache
* RAM upgradable to 36 MB
* 1.44 MB floppy drive
* PCMCIA Type 4 slot
* Removable hard drive
* 16-bit sound card, speaker and microphone
* 32-bit graphic accelerator
* 1 MB video memory
* Big 25mm trackball
* 2 NiMH battery w/hot swap
* Serial, parallel, kb, monitor, and docking station connector
* AC adapter & carrying bag

Multimedia Superbook

* Intel CPU
* Up to 1 MB Cache
* RAM upgradable to 64 MB
* 1.44 MB floppy drive
* PCMCIA Type 3 slot
* Removable hard drive
* Up to 810 MB disk space
* 16-bit sound card, speaker and microphone
* 32-bit graphic accelerator
* 1 MB video memory
* Track ponit device
* 2 16550 Serial, parallel, KB monitor, docking station con.
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* RAM up to 20 MB (486)
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* PCMCIA Type 3 slot
* Built-in sound card, speaker and microphone
* 32-bit graphic accelerator
* 1 MB video memory
* Built-in 16mm trackball
* LCD status display
* Advanced power managemnt
* Serial, parallel, kb, monitor, and docking station connector
* Rechargable NiMH battery
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* INTEL Pentium processor w/cooling fan
* 256K Cache
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* TEAC 1.44 MB floppy drive
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* PCI Enchanced IDE HD controller
* Connect up to 4 hard drives
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* 2 serial, parallel, & game ports
* Enchanced 101 key keyboard
* Medium tower case w/230 Watt
* High resolution mouse
* Sound Blaster 16
* Teac 4X CD-ROM drive
* 160 Watt Hi-Fi speakers w/DSP

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* INTEL Pentium processor w/cooling fan
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* 8 MB RAM expandable to 128 MB
* TEAC 1.44 MB floppy drive
* 850 MB IDE hard drive
* PCI Enchanced IDE HD controller
* Connect up to 4 hard drives
* ATI Mach 64 or Stealth 64 w/1 MB DRAM
* Proton 15" 1280 X 1024 NI monitor .28 dp
* Flat screen, Digital control, Low-radiation
* 2 serial, parallel, & game ports
* Enchanced 101 key keyboard
* Medium tower case w/230 Watt
* High resolution mouse
* Sound Blaster 16
* Teac 4X CD-ROM drive
* 140 Watt Hi-Fi speakers

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* INTEL Pentium processor w/cooling fan
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* 16 MB RAM expandable to 128 MB
* TEAC 1.44 MB floppy drive
* 850 MB IDE hard drive
* 32-bit IDE HD controller
* 32-bit graphic accelerator w/1 MB
* Proton 15" 1280 X 1024 NI monitor .28 dp
* Flat screen, Digital control, Low-radiation
* 2 serial, parallel, & game ports
* Enchanced 101 key keyboard
* Medium tower case w/230 Watt
* High resolution mouse
* Sound Blaster 16
* Teac 4X CD-ROM drive
* 140 Watt Hi-Fi stereo speakers

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DX2-66 MHz	$1729

486 MULTIMEDIA

* INTEL pentium-overdrive ready
* CPU cooling fan
* 256K Cache
* 8 MB RAM expandable to 128 MB
* TEAC 1.44 MB floppy drive
* 540 MB IDE hard drive
* 32-bit IDE HD controller
* 32-bit graphic accelerator w/1 MB
* Proton 14" 1024 X 768 monitor .28 dp
* Non-Interlaced, energy saving
* 2 serial, parallel, & game ports
* Enchanced 101 key keyboard
* Medium tower case w/230 Watt
* High resolution mouse
* Sound Blaster 16
* SONY 2X CD-ROM drive
* 40 Watt Hi-Fi stereo speakers

DX4-100 MHz	$1329
DX2-80 MHz	$1299
DX2-66 MHz	$1279

486 VL-BUS WORKSTATION

* INTEL pentium-overdrive ready
* CPU cooling fan
* 256K Cache
* 8 MB RAM expandable to 128 MB
* TEAC 1.44 MB floppy drive
* 540 MB IDE hard drive
* 32-bit IDE HD controller
* 32-bit graphic accelerator w/1 MB
* Proton 14" 1024 X 768 monitor .28 dp
* Non-Interlaced, energy saving
* 2 serial, parallel, & game ports
* Enchanced 101 key keyboard
* Mini tower case w/230 Watt
* High resolution mouse

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Is Bill Gates Really Freddie Krueger?

Or

What Does The Future Hold With Microsoft In Charge?

I'm telling you in advance that the following report is not real, but a nightmare I had last week. For the life of me I couldn't figure out where the idea stemmed from, when I recalled a friend of mine telling me that he believed that Bill Gates was the Freddie Krueger of software. Relentless. Laughing.

It was 2006. I was driving my Gates 2000Ci to my birthday party at the luxurious Gates Hotel in Laguna Niguel. It seemed natural that the car I drove was Microsoft manufactured. Manufactured in Germany, that is. Some years earlier Microsoft bought the BMW company. And the hotel chain was once known as the Ritz-Carlton. It was natural to be sipping MS-Cola, once known as Pepsi and the new market leader over Coca-Cola. "We're going to sink Coca-Cola," I recall Bill Gates saying in a press conference. Coke sales rose after the comment but began a slow tedious more permanent decline after MS-Cola began to control the sales channel. Coke officials cried foul, but nobody listened.

The digital screen on my car was a touch screen and ran Windows 2000, the operating system that seemed to be everywhere. It was a pain sometimes, because when it crashed the ignition system of the car stopped and needed to be reset, stalling the car, sometimes in the middle of traffic or an intersection. Some old lady had this happen to her while making a left turn in front of an oncoming big rig (a Gates Highstar) and she was killed, forcing her family to sue Gates Motorwerkes. Because it was a foreign corporation, nothing could be done.

Jim Sikes, the old man married to the dead woman, went to Redmond City, Washington, where he became a one-man picket line in front of Microsoft's corporate headquarters. This lasted all of ten minutes as the local police beat the man senseless, supposedly for resisting arrest. The charge they tried to pick him up for was "spitting on Microsoft property" which turns out to be a felony in Washington State. The codger died a month later. The local Washingtonians applauded the man's demise, saying he got what he deserved. "After all, Microsoft employs people and he doesn't!"

In this dream I kind of rooted for Microsoft too. They were making life better for everyone. I changed my mind when I discovered through happenstance that Microsoft's project BOB II was intended to keep a dossier on every man, woman, and child in the continental US and Canada.

Miraculously, Mexico had somehow adopted OS/2 WARP 10 as the national operating system of choice and banned all Microsoft products including the cars, refrigerators, and washing machines. People went to Mexico to escape the tyranny that was all around me and that I couldn't recognize. The Canadians were the worst. Firmly in Microsoft's pocket, the goon squads were all recruited out of Canada.

By now one out of ten people was working for Microsoft. It was Microsoft Security that had most people worried. At my party there were two guys from Microsoft Security at the door checking identification. One just so happened to have my dossier. I didn't know this until a friend of mine, Samuel Jade, snatched it and showed it to me before the MS Security guys were aware of the situation. It was horrible. It was inaccurate in every way except a few, and I reckoned those were lucky guesses.

Where it did well was with my finances. Once Microsoft bought Chase-Manhattan in 2001 after trying to grab a piece of the international banking market, I knew there'd be trouble. Using its well-developed agent technology along with a database of credit card data and who-knows-what other sources, Microsoft put together an accurate profile of me and, I assume, most of the other people in the country.

I don't know why, but it seemed natural that Microsoft Security people were everywhere and checking ID's at the door. We all believed that software piracy was so epidemic that Microsoft Security was protecting us from that—and also the hackers. Hackers were in the news every day, and the public needed protection. Bill Gates volunteered his company's security people to help out. "We know more about this than anyone!" he proudly said.

My illusions were shattered in the middle of the party when a huge black bus pulled in front of the Gates Hotel and thirty or forty SWAT team creeps with weird badges that said MS-POLICE poured out of the bus and into the party. They formed a weird triangle in the room, each holding a baton saying "hut..hut..hut..hut" and moved forward.

I went up to one and looked into his dark glasses and before I could say anything he yelled, "Cindy Roan! Where is she?" Cindy Roan was a technology writer who was doing the definitive Bill Gates biography. She was in the news because an Air Force jet had accidentally crashed into her house because of some software glitch. Cindy was at the party and rushed out the back door. The creeps spotted her and took off in pursuit. I can't tell you what happened because I woke up as the Federal Express guy was pounding on my door.

Curiously, the next day I had another dream about Microsoft, but this one was about its bankruptcy. The second dream I found implausible, and woke myself up. ■

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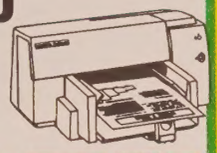

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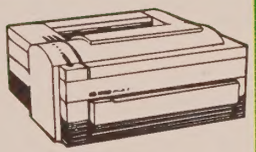

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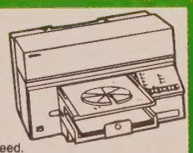
DeskJet 1200C



- 600 x 300 dpi black text at up to 7 pages per minute produces high-quality output at business speed.
- 300 dpi color at 1 to 2 minutes per page creates fast, high-quality output with bold, brilliant colors and true black.
- Plain-paper printing for both black and color saves money and allows convenient use of common office paper stationary.
- Built-in high-speed Centronics interface and optional HP JetDirect cards provide powerful, flexible connectivity.

#1786974

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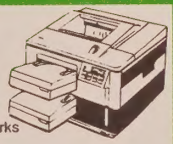
LaserJet 4Si



- Expandable and flexible, excellent for networks
- Fastest HP LaserJet printer at 17 ppm
- Multiple language capability with auto switching
- True 600 x 600 dpi printing with REt and microfine toner
- 75,000 page/ month duty cycle and flexible paper-handling
- HP quality and reliability

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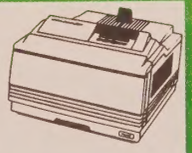
LaserJet 4V



- HP's fastest desktop printer
- Crisp 600 x 600 dpi print quality
- 16-ppm engine speed
- 33Mhz RISCprocessor with I/O buffering for unparalled performance.
- Handles a wide range of paper sizes including 11 x 17.

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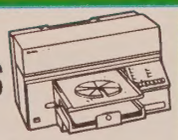
DeskJet 1200C PS For Mac & DOS



- 600 x 300dpi black text at up to 7 pages per minute.
- Postscript™ Level 2 Localtalk & PCL5 support.
- 300dpi color at 1 to 2 minutes per page creates fast, high-quality output with bold, brilliant colors and true black.
- Plain-paper printing for both black and color.
- Both Macintosh and DOS environment.

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- This small footprint home or office scanner includes software for graphic editing, OCR and software to emulate a copier on your home printer.
- 300 dpi
- 256 Grayscale

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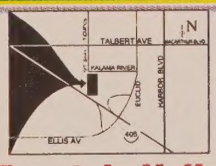

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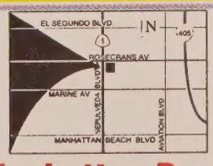

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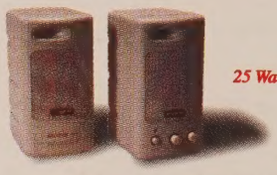

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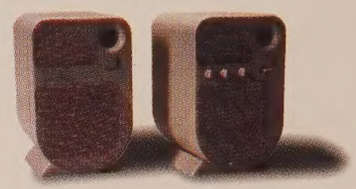

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